

# DRILLING TOOLS<sup>®</sup>

INTERNATIONAL



## Investor Presentation

Winter 2024



[www.drillingtools.com](http://www.drillingtools.com)

# Forward Looking Statements

**General:** Drilling Tools International Corporation ("DTI") is making this presentation available in connection with the release of its financial results for the three months ended September 30, 2024. The information contained in this presentation does not purport to be all-inclusive or to contain all information that prospective investors may require. Prospective investors are encouraged to conduct their own analysis and review of information contained in this presentation as well as important additional information through the Securities and Exchange Commission's ("SEC") EDGAR system at [www.sec.gov](http://www.sec.gov) and on our website at [www.drillingtools.com](http://www.drillingtools.com).

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# DTI is a Leading Rental Provider of Mission Critical Drilling Tools

A platform developed and designed to keep up with ever-changing customer needs

**~65,000+**

DTI manages & maintains a fleet of approximately 65,000 rental tools and drilling equipment

**Global**

DTI has sales and distribution channels across North America, EMEA and APAC regions

**~40 years**

DTI's history began in 1984 with the founding of Directional Rentals, an equipment provider to offshore drillers

**6 Product Lines**

DTI's differentiated product lines include Directional Tool Rentals, Wellbore Optimization Tools, Premium Tools, Deep Casing Tools, PDC Tool Repair and Other Products

**Broad Footprint**

DTI operates from 16 service and support centers across North America and maintains 11 international service and support centers

**Permian**

DTI has extensive operations across the prolific Permian Basin

**35,840 SF**

DTI operates a 35,840 sq. ft. manufacturing & repair facility in Louisiana

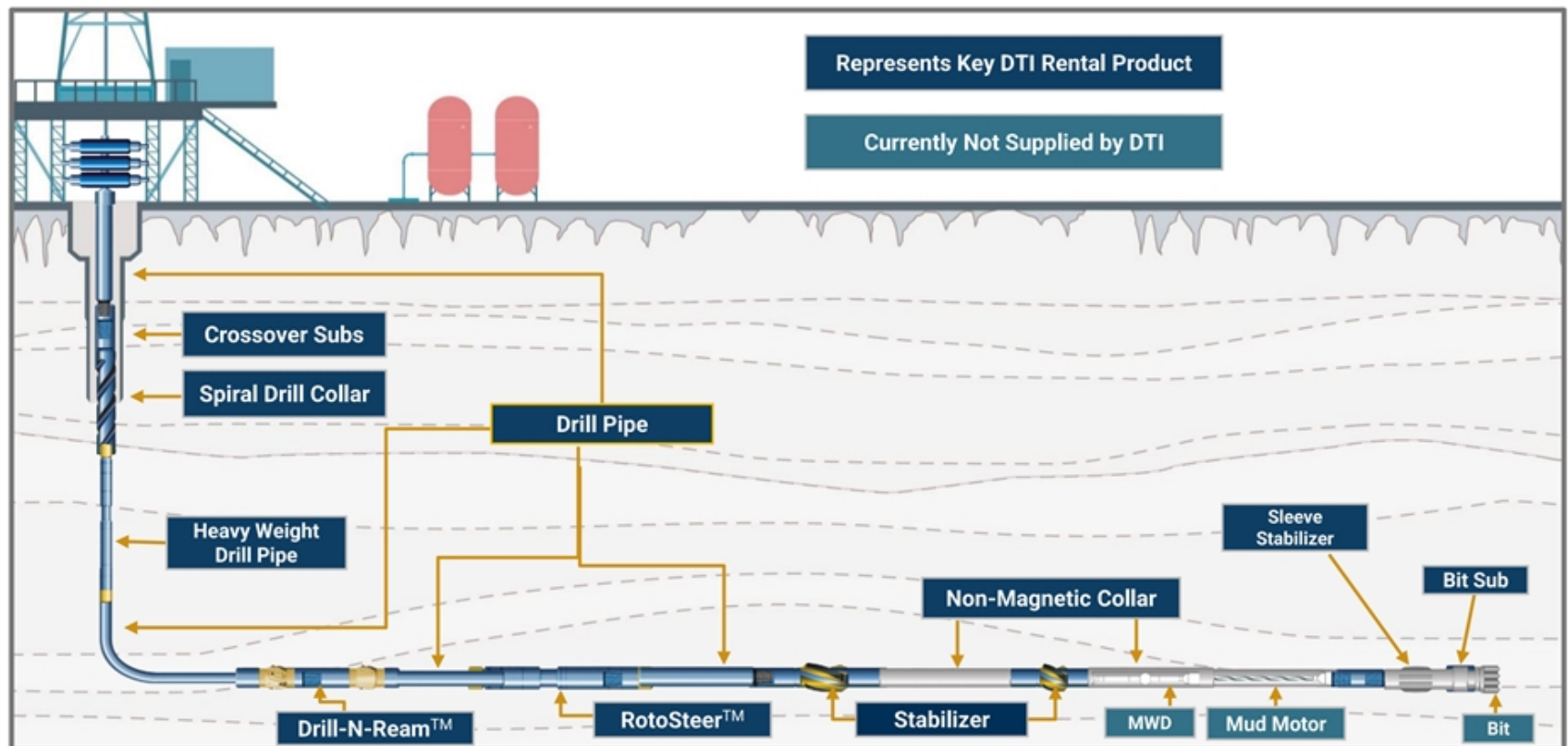
**\$152 Million**

DTI's 2023 revenue reflects broad scope and scale



# Expansive Offering to Supply Drilling Tools Required in a Typical Horizontal Job

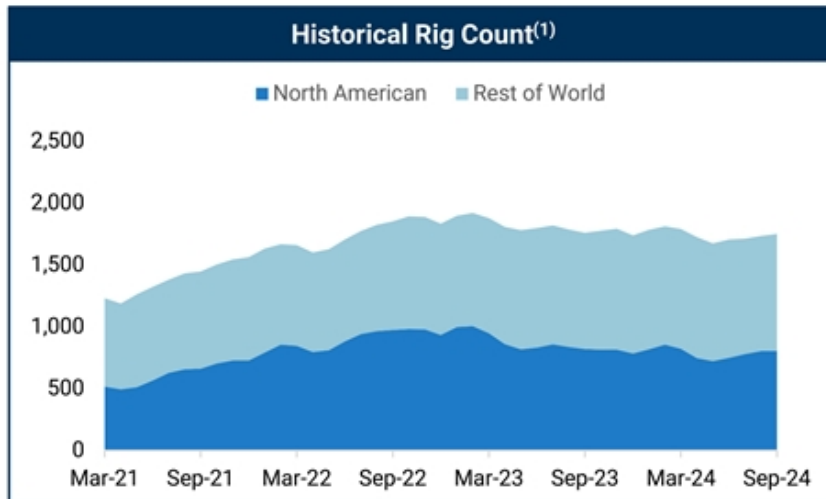
Differentiated and extensive inventory of tools to address the wide-ranging needs of oil & gas customers across all regions





# Significant Industry Tailwinds & Supportive Macro Backdrop

A combination of commodity prices, rig count and capital spending creates a highly constructive market backdrop

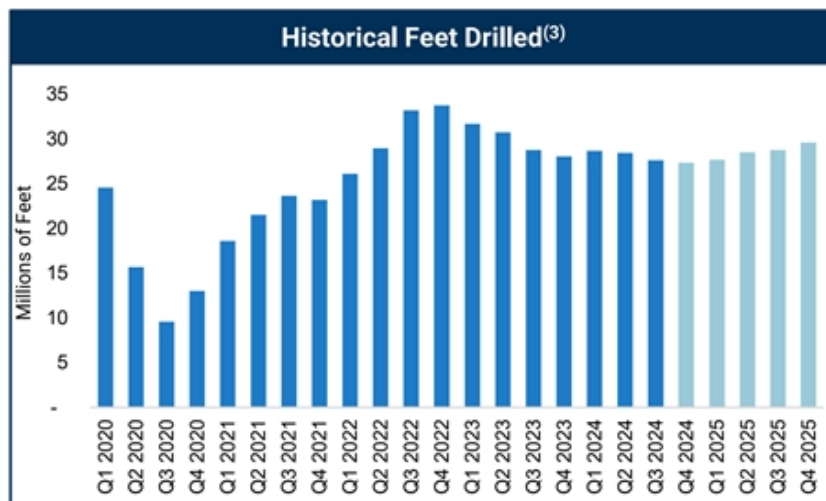


### Industry Analysis<sup>(2)</sup>

Drilling Tools Market to Grow from \$7.85 Billion in 2023 to \$11.01 Billion by 2029.

Demand for High-Performance Drilling Tools Soars as Oil and Gas Companies Reshaping the Market Expansion.

*- Arizton Advisory and Intelligence*



# 2024 Financial Outlook

## Delivering Adjusted Free Cash Flow Throughout The Cycle

DTI continues to execute its M&A strategy with ~5 near-term priority targets identified

- ✓ DTI expects a mostly stable rig count in North America for the rest of 2024, after a 20% decline in 2023
- ✓ FY 2024 guidance includes estimated contributions from Deep Casing Tools, Superior Drilling Products and European Drilling Projects

### Key Guidance Summary

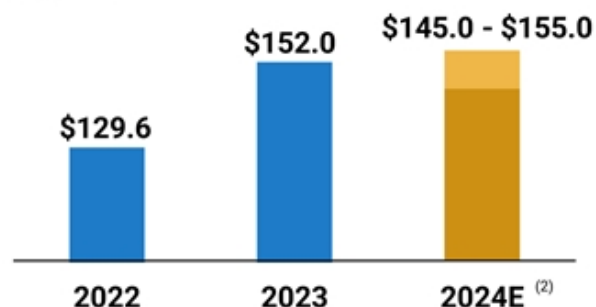
(\$ thousands)	FY 2024 Guidance		
<b>Revenue</b>	\$145,000	-	\$155,000
<b>Adjusted EBITDA<sup>(1)</sup></b>	\$38,000	-	\$43,000
<b>Adjusted Net Income<sup>(1)</sup></b>	\$7,700	-	\$9,800
<b>Adjusted Free Cash Flow<sup>(1)(2)</sup></b>	\$18,000	-	\$21,000



# Sustainable Growth – Executing on Plan

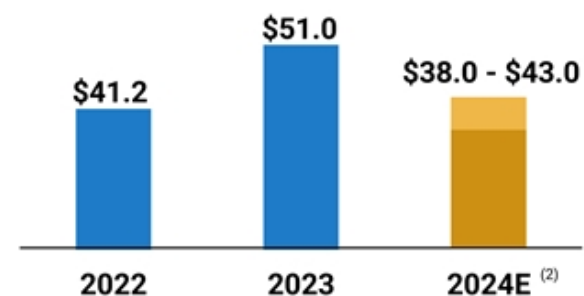
## Revenue

(\$ in millions)



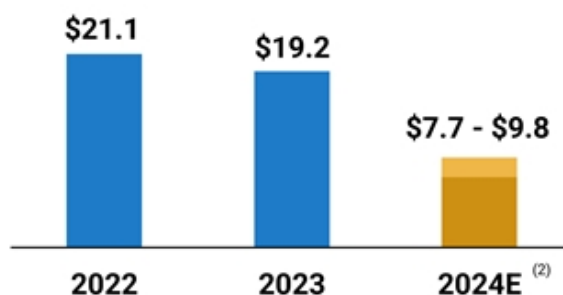
## Adjusted EBITDA<sup>(1)</sup>

(\$ in millions)



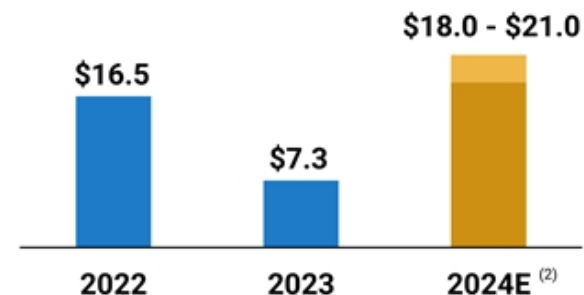
## Adjusted Net Income<sup>(1)</sup>

(\$ in millions)



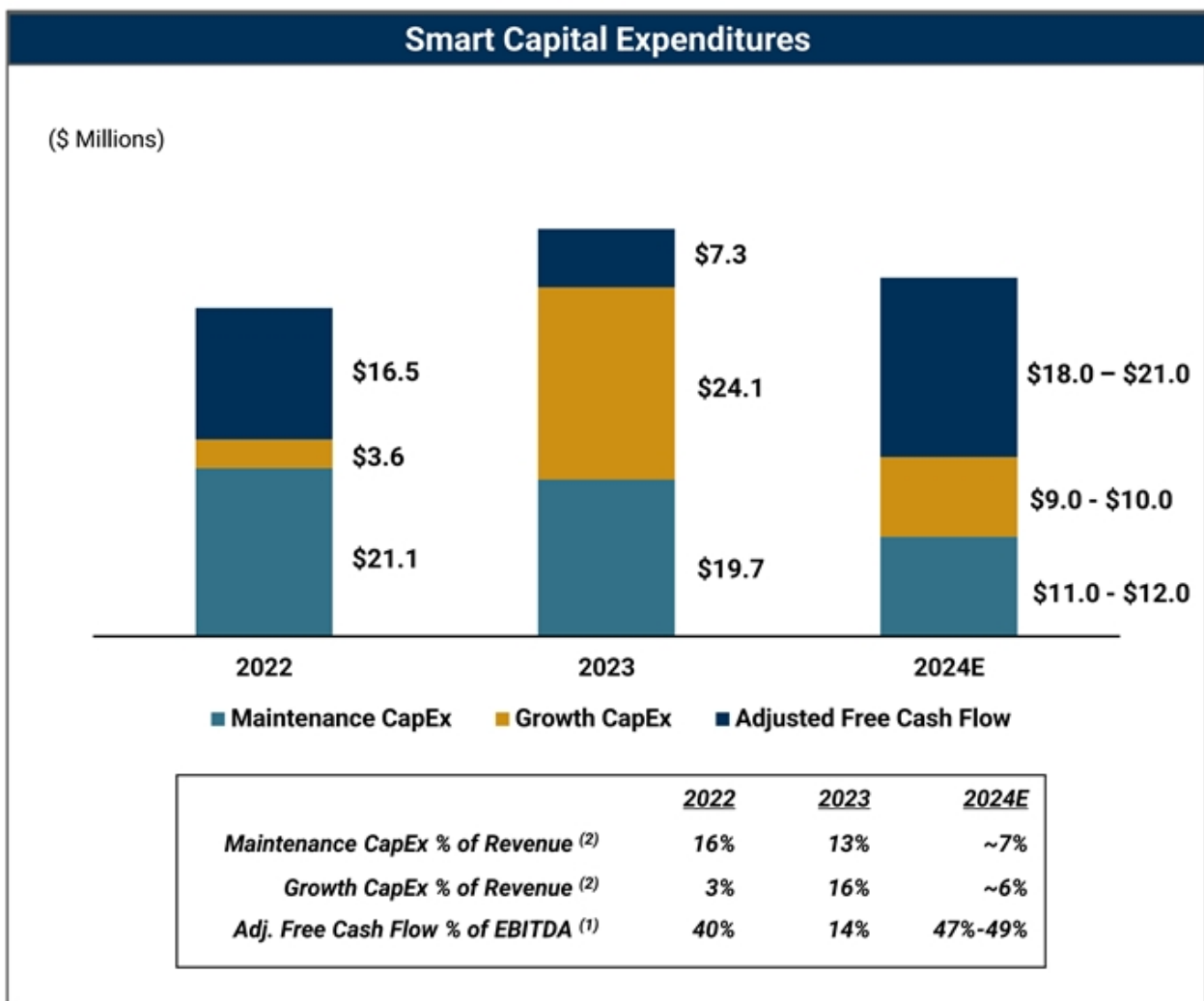
## Adjusted Free Cash Flow<sup>(1)</sup>

(\$ in millions)



# Components of Adjusted EBITDA

Increased Growth Capital spending in 2023 now supports stronger Adj. Free Cash Flow in 2024+



**Commentary**

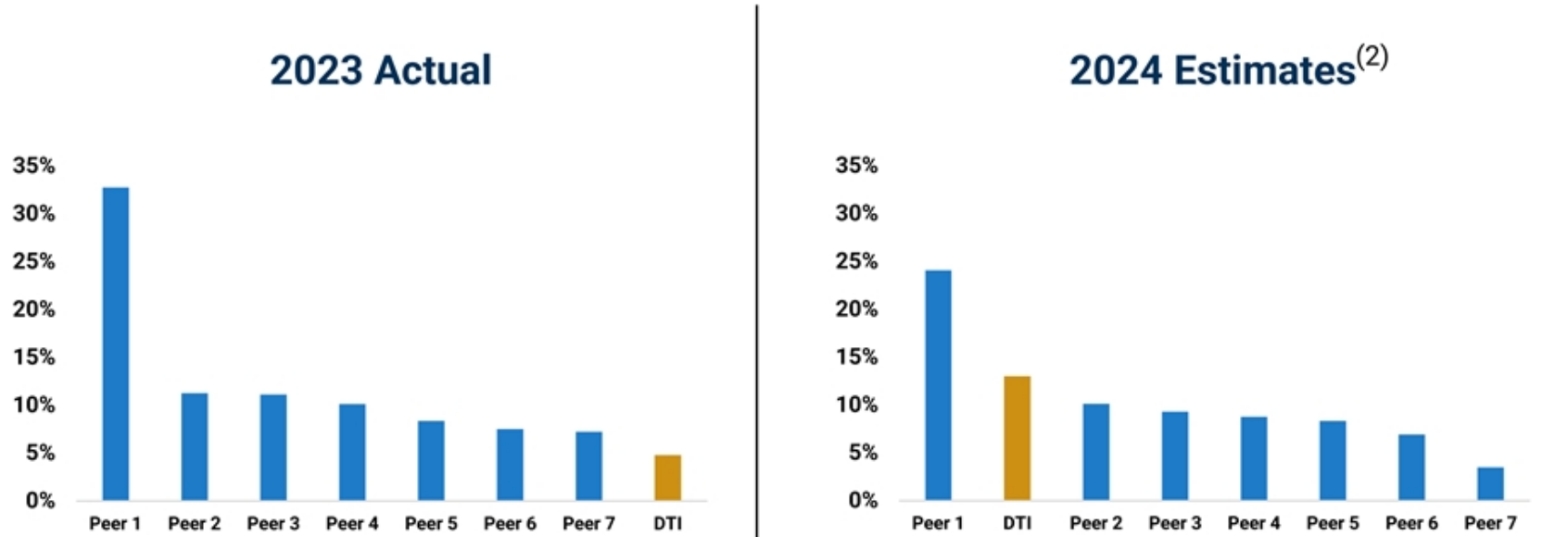
Adj. Free Cash Flow<sup>(1)</sup> can be directly influenced by Growth CapEx strategy

Growth CapEx is company funded and increased as a percentage of revenue in 2023 which supports stronger 2024+ adj. free cash flow

Maintenance CapEx is funded by tool recovery revenue and is relatively steady-state as a percentage of total revenue



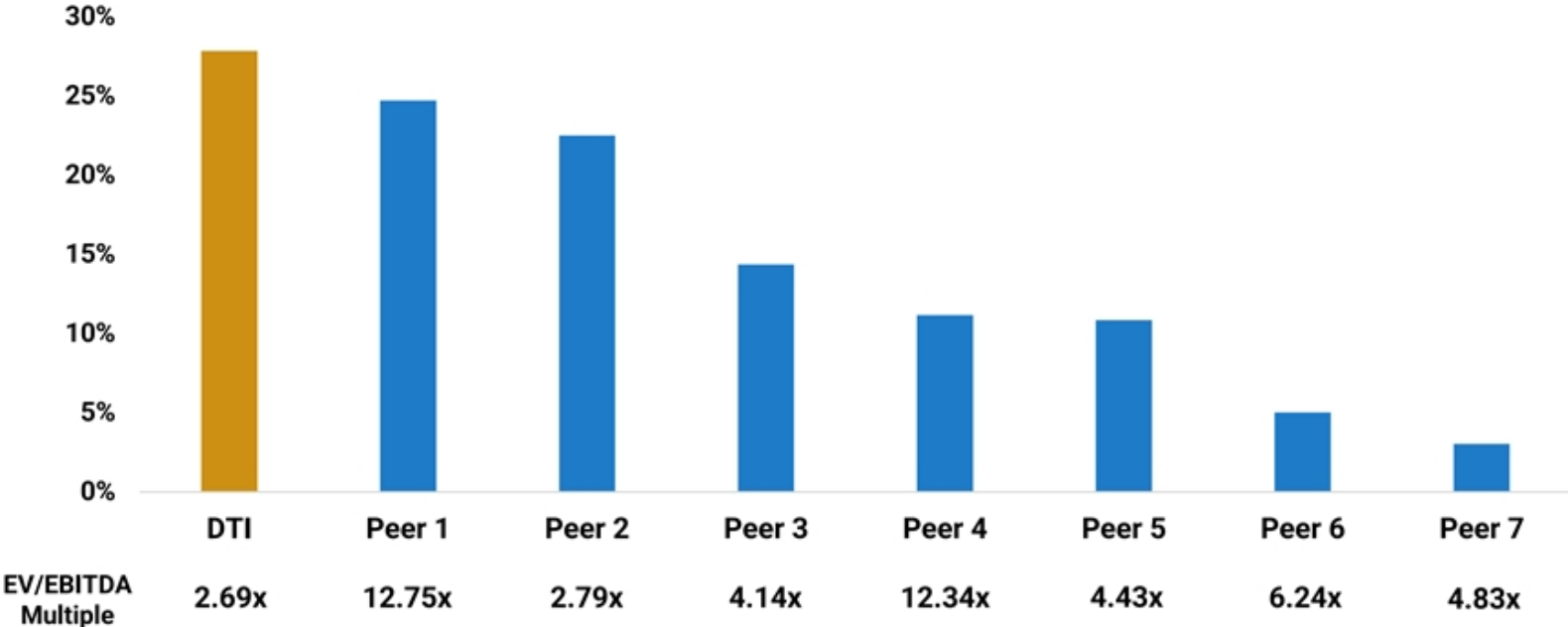
# Peer Adj. Free Cash Flow Margin<sup>(1)</sup> Comparisons



**Tool recovery revenue, also known as lost or damaged equipment charges, allows DTI to sustain its fleet, maintain relevant tools and technology, and generate positive adjusted free cash flow throughout industry cycles.**

# Peer Leading Return on Capital Employed (ROCE)

2023 Actual







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About Us

# A Market Leader in Downhole Tools for the Oil & Gas Industry

## A highly competitive suite of differentiated products

### Core Product and Service Offering



Directional Tools Rental

61% of 2023 Revenue

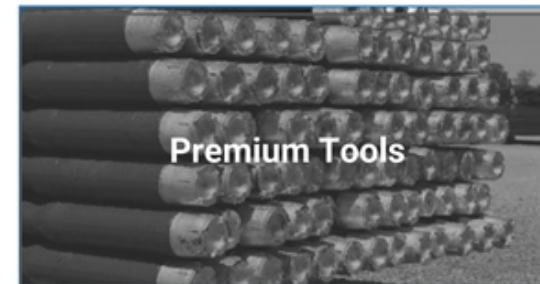
- Rental tools used in bottom hole assemblies (“BHA”) adjacent to the drill bit
- More than 30 categories of tools



Wellbore Optimization Tools

17% of 2023 Revenue

- Drill-N-Ream™, a proprietary and patented wellbore conditioning tool
- Emerging products in 2024 will include RotoSteer™



Premium Tools

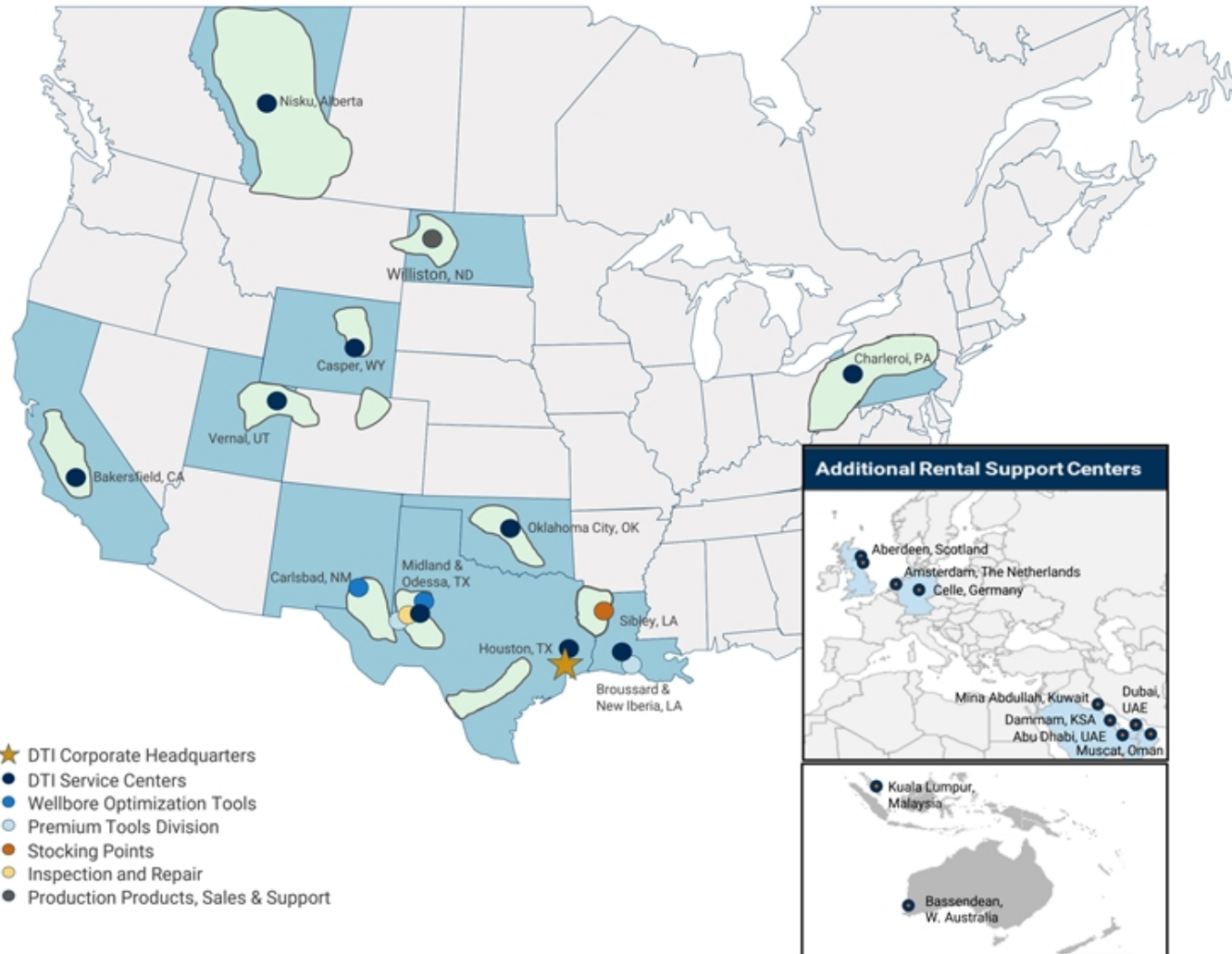
19% of 2023 Revenue

- Offers tubulars for drilling, workover and completion operations
- Complete inventory of necessary handling tools for running workstrings
- Blowout preventers and related pressure control accessories

**Market Leading Tool Rental Share of over 50% within North American land drilling rigs.  
A market leader in the deep-water Gulf of Mexico.  
Expanding geographic opportunities in International market.**

# Presence Across All Major Basins in North America

*Expanding footprint in Europe, Middle East, North Africa & Asia*



64,000+  
Tool Rental Fleet

6 Differentiated  
Product Lines

Global Services  
Footprint including  
all Major US Basins

16 Service and  
Support Centers in  
North America

11 International  
Service and Support  
Centers

## Blue-Chip Customer Base Across E&Ps & OFS Companies

- ✓ First-call supplier for leading oilfield service providers in North America
- ✓ DTI has actively expanded its customer base to further diversify its customer mix





# Executing Our Strategic Plan & Delivering Improved Results

## DTI achievements since becoming a public company in June 2023

- Reported 2023 growth; 17% y/y Revenue & 24% y/y Adjusted EBITDA<sup>(1)</sup> growth
- Acquired Superior Drilling Products, Deep Casing Tools and European Drilling Projects
- Announced Acquisition of Titan Tools Services
- Improved liquidity and strengthened the balance sheet by extending the ABL Credit Facility to \$80 million from \$60 million maturing in March 2029
- New term loan of \$25 million maturing in March 2029
- Revised 2024 Outlook represents meaningful year-over-year Adjusted Free Cash Flow improvement despite market softness and rig count declines
- Adjusted Free Cash Flow<sup>(1)</sup> expected to more than double in 2024

# Why Do Customers Rent Downhole Tools?

Complex drilling, completions, and workover programs lead most operators and service providers to focus on core competencies while preferring to rely on third-parties for rental tool support. Operators prefer renting these tools to gain the benefits of:

Outsources Logistics, Inspection, Storage & Maintenance

Eliminates Equipment Redeployment Risk

Immediate Equipment Availability

Fill Equipment Supply Gaps

Focus Capex On Core Operations



Why rent from DTI?

Our Rental Offering Provides Customer Efficiency & Value-Additive Solutions

# Key Operational Differentiators

## Modern Manufacturing and Repair Facility

- ✓ Machine and repair equipment ensures product quality, increases product life and improves fleet utilization
- ✓ Ability to manufacture most of our rental tools enables cost reduction & control of supply chain



## Proprietary COMPASS\* Order Management System

- ✓ COMPASS provides valuable information to DTI for making data-based capital allocation decisions

Unique, Proprietary Software and Support System	Full Catalog of Tools and Equipment	Expedites Order Process Effective Pricing Controls
Customized, Automated, Accurate Reporting	Provides Customers Centralized Order Management	Transaction Data Analyzed for Strategic Fleet Management



## Organic Growth Drivers

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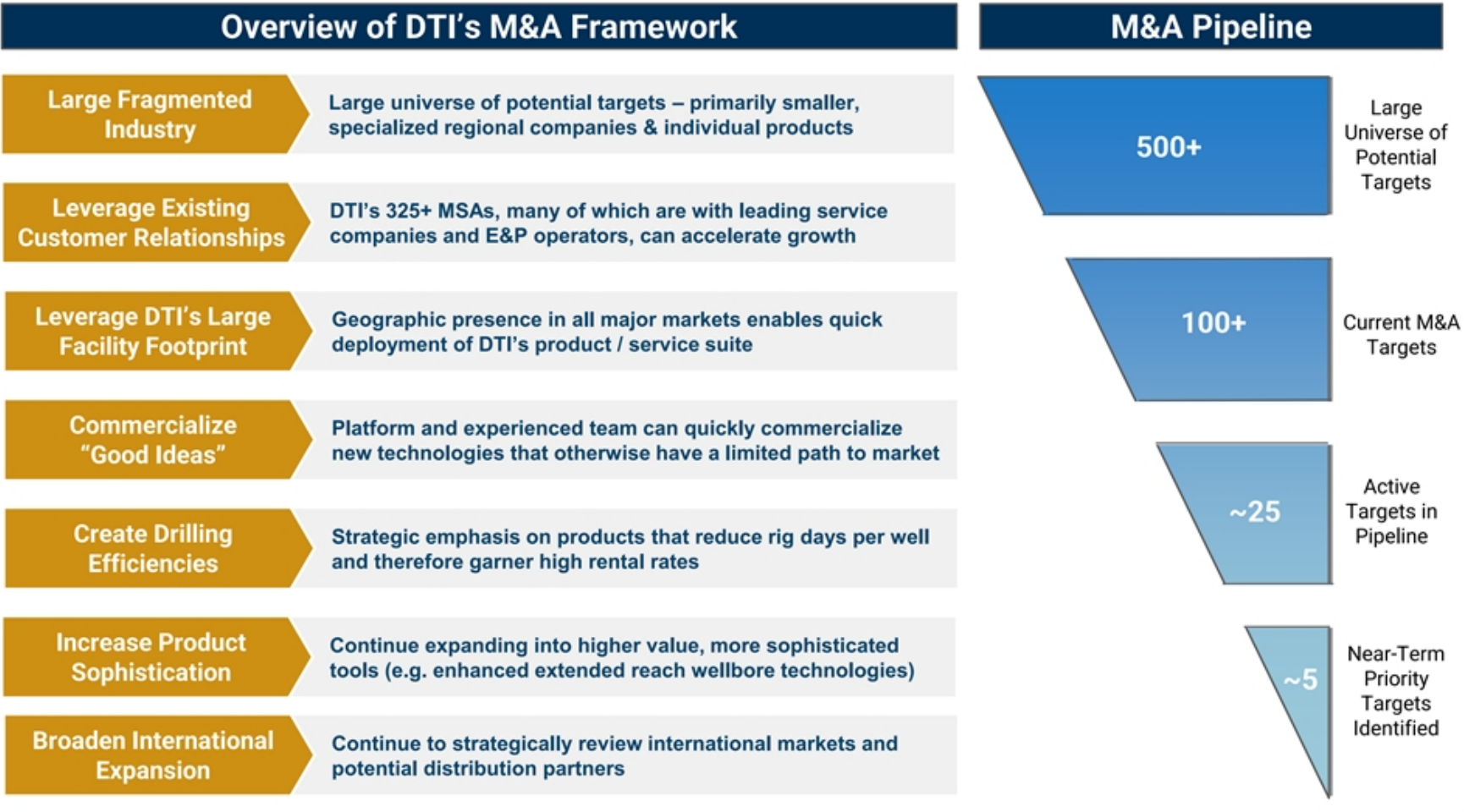
- ✓ DTI scale, leveraging global footprint of distribution and sales channel
- ✓ Expanding scope of tools & services in existing product lines through technological advancements
- ✓ Further customer penetration, growing rentals due to expanded capabilities, new tools and services
- ✓ Growing customer base and gaining market share
- ✓ Favorable trend of longer laterals being drilled

Proprietary Examples: RotoSteer™ / Drill-N-Ream™ / SafeFloat™



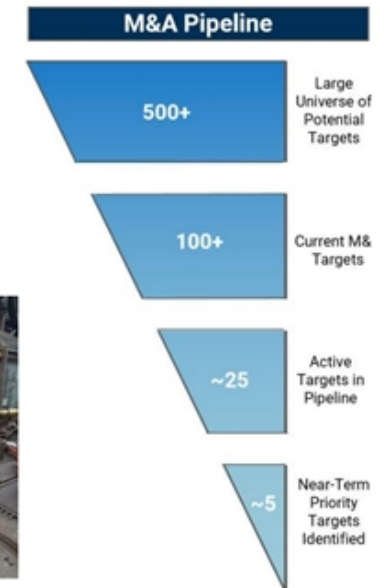
# M&A Growth Strategy: Significant Consolidation Upside

Established framework and robust pipeline to strategically consolidate the oilfield service rental tool industry



## Strategic Rationale: European Drilling Projects<sup>(1)</sup>

- ✓ **Enhances Technological Advancement & Global Expansion Efforts**
  - ✓ Adds key personnel, industry expertise and customer relationships
  - ✓ Adds cutting-edge tools, such as the Fixedblade® stabilizer, to DTI's industry leading technology portfolio



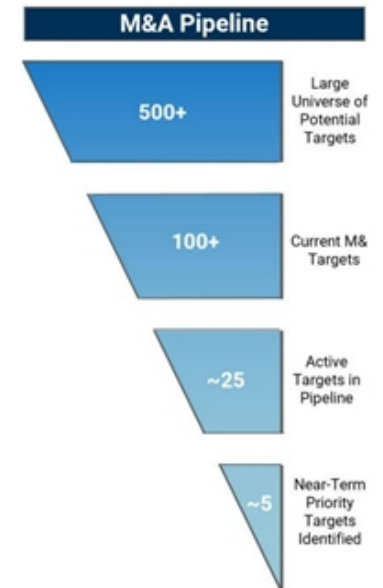
## Strategic Rationale: Titan Tools Services<sup>(2)</sup>

- ✓ **Expands Global Reach in Downhole Tool Services**
  - ✓ Enhances DTI's product offerings and technological capabilities
  - ✓ Strengthens DTI's presence in the North Sea, European and African markets



## Strategic Rationale: Superior Drilling Products

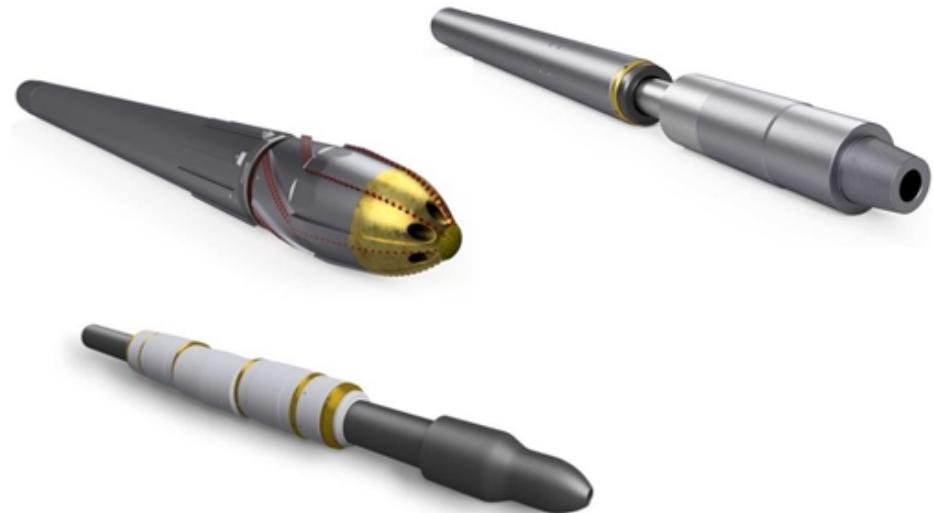
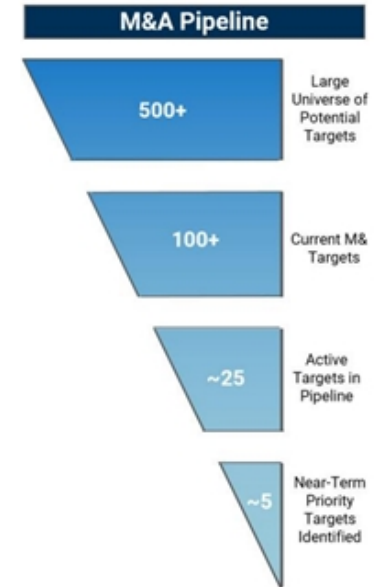
- ✓ **Enhances vertical integration of differentiated technology**
  - ✓ Cost savings on Drill-N-Ream™ tool
  - ✓ Synergies - eliminates duplicative public company costs
  - ✓ Adds significant precision manufacturing capacity
- ✓ **Enhances horizontal opportunities**
  - ✓ Expands DTI's intellectual property portfolio by over **10 patents**
  - ✓ Will own global rights to Drill-N-Ream tool
  - ✓ Accelerate Drill-N-Ream growth opportunities world-wide
  - ✓ Entrance into drill bit re-manufacture and repair business





## Strategic Rationale: Deep Casing Tools

- ✓ **Adds to DTI's technology platform**
  - ✓ Expands intellectual property portfolio by over **60 patents**
- ✓ **Adds strong international customer relationships**
  - ✓ ADNOC / ARAMCO / PEMEX / PETROBRAS / PETRONAS
- ✓ **Accretive to DTI's earnings and Adj. Free Cash Flow profile**
- ✓ **Opportunity to expand Deep Casing products into N. America**





# The DTI Leadership Team – Experience Matters!

Experienced, talented, and committed management team with history of success



**WAYNE PREJEAN**

PRESIDENT AND CEO



**DAVID JOHNSON**

CHIEF FINANCIAL OFFICER



**MIKE DOMINO**

PRESIDENT  
DIRECTIONAL TOOL RENTALS  
DIVISION



**ALDO RODRIGUEZ**

VICE PRESIDENT  
SALES



**TRENT POPE**

VICE PRESIDENT  
WELLBORE OPTIMIZATION



**JIM ROWELL**

VICE PRESIDENT  
PREMIUM TOOLS



**ASHLEY LANE**

VICE PRESIDENT  
INTERNATIONAL BUSINESS  
DEVELOPMENT



**DAVID STEPHENSON**

VICE PRESIDENT, DTI  
DIVISION LEADER  
DEEP CASING TOOLS



**DAVID COTTEN**

VICE PRESIDENT  
TECHNICAL SERVICES AND  
QHSE



**VEDA RAGSDILL**

VICE PRESIDENT  
HUMAN RESOURCES



**CHRISTIAN MIDDLETON**

VICE PRESIDENT  
FINANCE



**JAMESON PARKER**

VICE PRESIDENT  
CORPORATE DEVELOPMENT

## DTI's Differentiated Growth Strategy Creates a Compelling Investment Profile

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- **A Market Leader in Downhole Tools for the Oil & Gas Industry**
- **Blue Chip Customers**
- **Strategic Model Delivering Through-Cycle Outperformance**
- **Proven Growth: Organic & M&A in Fragmented Industry**
- **Strong Balance Sheet / Low Leverage / Significant Free Cash Flow**
- **Experienced and Proven Leadership Team**
- **Sustainable Financial Growth Outlook**

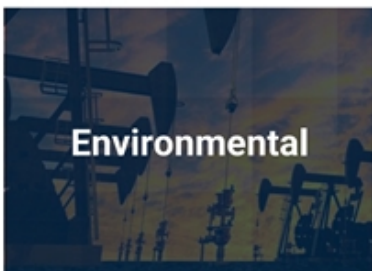


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**Supplemental Information**

# ESG + Safety Are Integral to Our Success

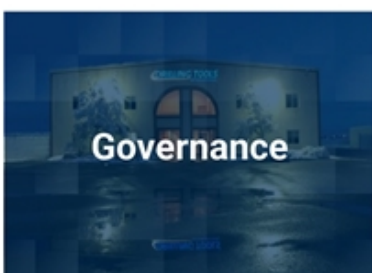
DTI is committed to environmental stewardship



- ✓ Continuous evaluations and control measures to ensure minimization of waste
- ✓ Pursuing highest levels of operational proficiency to reduce rework, and use of chemicals and waste
- ✓ Actively promoting recycling including extensive rental tool recycling and refurbishment programs & opportunities to redeploy equipment for energy transition markets such as geothermal, carbon capture and storage



- ✓ Identify and control exposures to limit potential injury and production interruptions or damages
- ✓ Continual contributions to local community events, charities and employee activities



**DTI's leadership is focused on deriving long-term value for all stakeholders by:**

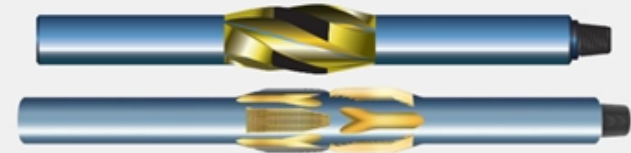
- ✓ Executive accountability through the election of an independent board<sup>(1)</sup>
- ✓ Strong internal controls



# Overview of Directional Tool Rentals Key Equipment

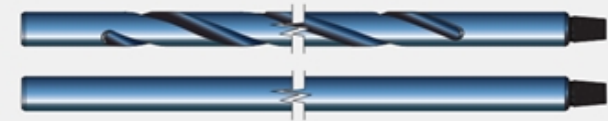


## Stabilizers



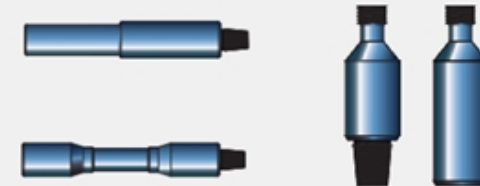
*Reduces drill string vibration and torque...*

## Drill Collars



*Adds weight to the BHA to increase rate of penetration ("ROP") and reduce vibration...*

## Subs and Other Equipment



*Variety of subs, crossovers and handling tools used in the drill string*

# Overview of Wellbore Optimization Tools

Specialty tools division with focused field sales and service professionals providing rig site visits and customer service, enabling consistent product performance and customer satisfaction

## Products Offered

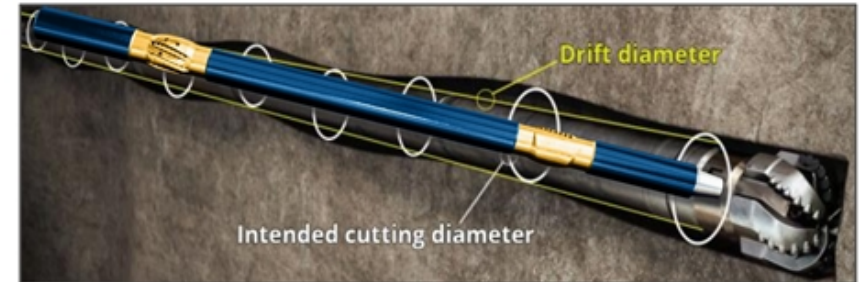
### Drill-N-Ream™ ("DNR") WellBore Conditioning Tool<sup>(1)</sup>

- Patented technology allows the tool to maintain a market leading position
- Numerous benefits to the customer
- Allows operators to extend length of wellbore at a lower cost

### Emerging Technology "RotoSteer™"

- 2023: Commercially launched
- Improves ROP, reduces torque and drag and eliminates slides
- Potential application for hundreds of wells annually

## Substantial Improvements in Wellbore Quality



# ROTOSTEER™



# Overview of Premium Tools Key Equipment

DTI offers a wide array of premium tubulars for drilling, workover and completion operations, API blowout preventers and pressure control accessories as well as a comprehensive suite of related handling tools

## Tubulars



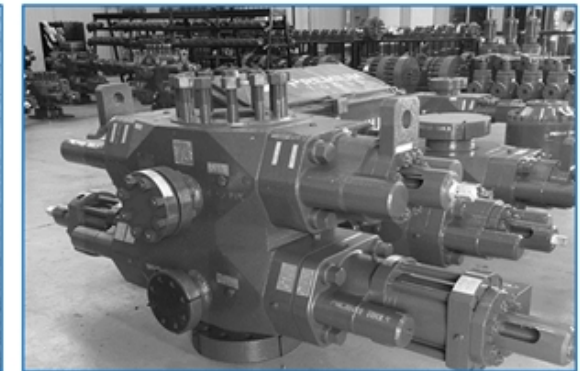
- **Drill Pipe** – 2 <sup>7</sup>/<sub>8</sub> to 5 <sup>1</sup>/<sub>2</sub> inch API bottleneck, slim-hole, API, proprietary double shoulder-high torque connections
- **Hevi-Wate Drill Pipe** – 3 <sup>1</sup>/<sub>2</sub> to 5 <sup>1</sup>/<sub>2</sub> inch API bottleneck, slim-hole, API, proprietary double shoulder-high torque connections
- **Drill Collars** – 3 <sup>1</sup>/<sub>8</sub> to 9 <sup>1</sup>/<sub>2</sub> steel spiral and slick
- **Kellys** – hex or square from 38 to 46 inch
- **Pup Joints** – drill pipe and tubing
- **Tubing** – premium PH-6, CS-8 and API 8Rd with thread from 2 <sup>3</sup>/<sub>8</sub> to 4 <sup>1</sup>/<sub>2</sub>

## Handling Tools



- **Stabbing Guides** – for tubing and drill pipe
- **Drifts** – for all pipe sizes (Teflon, steel and aluminum)
- **Rotary Slips** – for tubing, casing, drill pipe and drill collars
- **Safety Clamps** – for pipe and collars
- **Manual Tongs** – K-25 to K-70 hand tongs and HT-200 manual rotary tongs
- **Elevators** – slip grip, bottleneck and bushing types
- **Subs** – TDS, wear, float, X-over, bit, lift and pump-ins

## API BOPs and Pressure Control Accessories



- **Blowout Preventers** – 5M, 10M and 15M psi
- **Accumulators** – diesel, electric and air powered
- **Hoses** – high pressure, fire retardant and steel flex
- **Spools** – spacers, adaptors and diverters
- **Double Studded Adaptors**
- **Gate Valves** – manual, hydraulic and air actuated
- **Chokes** – manual adjustable and fixed orifice
- **Manifolds** – skid mounted custom buffers assembled to specification
- **Flanged Accessories** – tees, crosses (flanged and studded)
- **Stud Bolts** – B7M H<sub>2</sub>S service
- **Chicksan Iron** – loops, swivel joints and pups



# Other Products and Services

## Products Offered

### Downhole Inspection Solutions

- Independent inspection services equipment of all DTI divisions and select external customers
- Critical to efficient operations
- Services across North America including network of six domestic and one Canadian inspection facilities

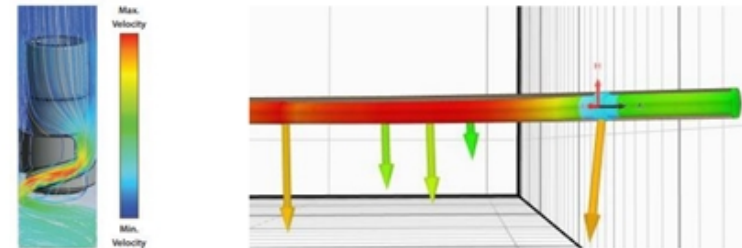
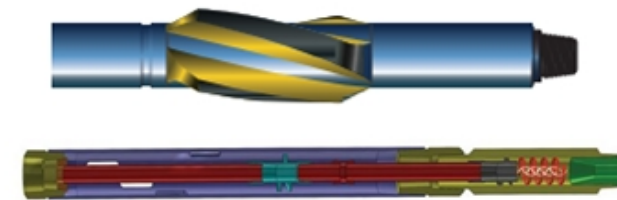
### Product Sales

- Made-to-order downhole drilling tools
- Completion and production Product Sales
- Production desander tool operations
- Williston, ND manufacturing and distribution facility

### Technical Services Group

- Sustaining engineering
- Performance analysis
- Product development
- Technical support to quality assurance

## Internal Support Services and Emerging Products





# Third Quarter 2024 Income Statement

Drilling Tools International Corp.  
Consolidated Statement of Operations and Comprehensive Income  
(In thousands of U.S. dollars and rounded)  
(Unaudited)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2024	2023	2024	2023
<b>Revenue, net:</b>				
Tool rental	\$ 28,116	\$ 29,361	\$ 86,410	\$ 90,639
Product sale	11,977	8,777	28,190	26,206
<b>Total revenue, net</b>	<b>40,093</b>	<b>38,138</b>	<b>114,600</b>	<b>116,845</b>
<b>Operating costs and expenses:</b>				
Cost of tool rental revenue	4,076	7,337	17,558	21,578
Cost of product sale revenue	5,726	1,814	10,779	5,862
Selling, general, and administrative expense	19,855	16,552	57,415	50,999
Depreciation and amortization expense	6,185	5,303	17,232	15,035
<b>Total operating costs and expenses</b>	<b>35,842</b>	<b>31,006</b>	<b>102,984</b>	<b>93,474</b>
<b>Income (loss) from operations</b>	<b>4,251</b>	<b>7,132</b>	<b>11,616</b>	<b>23,371</b>
<b>Other expense, net:</b>				
Interest expense, net	(1,038)	(73)	(2,030)	(995)
Gain (loss) on sale of property	19	—	61	68
Gain (loss) on remeasurement of previously held equity interest	(361)	(535)	368	(148)
Other income (expense), net	(2,443)	(135)	(5,241)	(6,170)
<b>Total other expense, net</b>	<b>(3,823)</b>	<b>(743)</b>	<b>(6,842)</b>	<b>(7,245)</b>
Income before income tax expense	428	6,389	4,774	16,126
Income tax (expense)/benefit	439	(2,102)	(415)	(5,201)
<b>Net income</b>	<b>\$ 867</b>	<b>\$ 4,287</b>	<b>\$ 4,359</b>	<b>\$ 10,925</b>
Accumulated dividends on redeemable convertible preferred stock	—	—	—	314
Net income available to common shareholders	\$ 867	\$ 4,287	\$ 4,359	\$ 10,611
Basic earnings per share	\$ 0.03	\$ 0.14	\$ 0.14	\$ 0.57
Diluted earnings per share	\$ 0.03	\$ 0.14	\$ 0.14	\$ 0.46
Basic weighted-average common shares outstanding*	33,072,097	29,768,568	30,893,602	18,608,708
Diluted weighted-average common shares outstanding*	33,547,056	30,043,546	31,404,333	23,554,593
<b>Comprehensive income:</b>				
Net income	\$ 867	\$ 4,287	\$ 4,359	\$ 10,925
Foreign currency translation adjustment, net of tax	1,161	90	753	(117)
<b>Net comprehensive income</b>	<b>\$ 2,028</b>	<b>\$ 4,377</b>	<b>\$ 5,112</b>	<b>\$ 10,808</b>

\* Shares of legacy redeemable convertible preferred stock and legacy common stock have been retroactively restated to give effect to the Merger.

# Third Quarter 2024 Balance Sheet

Drilling Tools International Corp.  
Consolidated Balance Sheets  
(In thousands of U.S. dollars and rounded)  
(Unaudited)

	September 30, 2024	December 31, 2023
<b>ASSETS</b>		
<b>Current assets</b>		
Cash	\$ 11,961	\$ 6,003
Accounts receivable, net	33,152	29,929
Related party note receivable, current	1,310	—
Inventories, net	17,352	5,034
Prepaid expenses and other current assets	4,967	4,553
Investments - equity securities, at fair value	—	888
<b>Total current assets</b>	<b>68,742</b>	<b>46,408</b>
Property, plant and equipment, net	77,660	65,800
Operating lease right-of-use asset	23,887	18,786
Intangible assets, net	30,866	216
Goodwill	10,970	—
Deferred financing costs, net	903	409
Related party note receivable, noncurrent	3,740	—
Deposits and other long-term assets	2,076	879
<b>Total assets</b>	<b>\$ 218,844</b>	<b>\$ 132,498</b>
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>		
<b>Current liabilities</b>		
Accounts payable	\$ 9,054	\$ 7,751
Accrued expenses and other current liabilities	12,337	10,579
Revolving line of credit	21,164	—
Current portion of operating lease liabilities	4,441	3,958
Current maturities of long-term debt	5,000	—
<b>Total current liabilities</b>	<b>51,996</b>	<b>22,288</b>
Operating lease liabilities, less current portion	19,533	14,893
Long-term debt	17,917	—
Deferred tax liabilities, net	6,208	6,627
<b>Total liabilities</b>	<b>95,654</b>	<b>43,808</b>
<b>Commitments and contingencies</b>		
<b>Shareholders' equity</b>		
Common stock, \$0.0001 par value, shares authorized 500,000,000 as of September 30, 2024 and December 31, 2023, 34,704,696 shares issued and outstanding as of September 30, 2024 and 29,768,568 shares issued and outstanding as of December 31, 2023	3	3
Additional paid-in-capital	124,896	95,218
Accumulated deficit	(2,238)	(6,306)
Accumulated other comprehensive loss	529	(225)
<b>Total shareholders' equity</b>	<b>123,190</b>	<b>88,690</b>
<b>Total liabilities and shareholders' equity</b>	<b>\$ 218,844</b>	<b>\$ 132,498</b>

# Third Quarter 2024 Cash Flow Statement

Drilling Tools International Corp.  
Consolidated Statement of Cash Flows  
(In thousands of U.S. dollars and rounded)  
(Unaudited)

	Nine Months Ended September 30,	
	2024	2023
<b>Cash flows from operating activities:</b>		
Net income	\$ 4,359	\$ 10,925
Adjustments to reconcile net income to net cash from operating activities:		
Depreciation and amortization	17,232	15,035
Amortization of deferred financing costs	226	88
Non-cash lease expense	3,620	3,418
Provision for excess and obsolete inventory	—	22
Provision for excess and obsolete property and equipment	286	381
Provision for credit losses	42	502
Deferred tax expense	(1,301)	3,741
Gain on sale of property	(72)	(68)
Loss on asset disposal	27	—
Realized loss on interest rate swaps	—	4
Unrealized gain on equity securities	(368)	148
Realized loss on equity securities	12	—
Gross profit from sale of lost-in-hole equipment	(7,348)	(13,968)
Stock-based compensation expense	1,572	3,986
Changes in operating assets and liabilities:		
Accounts receivable, net	2,086	(577)
Prepaid expenses and other current assets	(633)	(92)
Inventories, net	(2,883)	(2,876)
Operating lease liabilities	(3,416)	(3,311)
Accounts payable	(2,802)	(888)
Accrued expenses and other current liabilities	(916)	1,014
<b>Net cash flows from operating activities</b>	<b>9,723</b>	<b>17,484</b>
<b>Cash flows from investing activities:</b>		
Acquisition of a business, net of cash acquired	(38,670)	—
Proceeds from sale of equity securities	1,244	—
Proceeds from sale of property, plant and equipment	77	126
Purchases of property, plant and equipment	(19,678)	(36,776)
Proceeds from sale of lost-in-hole equipment	10,895	16,623
<b>Net cash from investing activities</b>	<b>(46,132)</b>	<b>(20,027)</b>
<b>Cash flows from financing activities:</b>		
Proceeds from Merger and PIPE Financing, net of transaction costs	—	23,162
Payment of deferred financing costs	(721)	(322)
Proceeds from revolving line of credit	30,062	71,646
Payments on revolving line of credit	(8,898)	(89,995)
Proceeds from Term Loan	25,000	—
Repayment of Term Loan	(2,083)	—
Payments to holders of DTIH redeemable convertible preferred stock in connection with	43,360	4,297
<b>Net cash from financing activities</b>	<b>(993)</b>	<b>(117)</b>
<b>Effect of Changes in Foreign Exchange Rate</b>	<b>5,958</b>	<b>1,637</b>
<b>Net Change in Cash</b>	<b>6,003</b>	<b>2,352</b>
<b>Cash at Beginning of Period</b>	<b>\$ 11,961</b>	<b>\$ 3,989</b>
<b>Cash at End of Period</b>	<b>\$ 17,964</b>	<b>\$ 6,341</b>
<b>Supplemental cash flow information:</b>		
Cash paid for interest	\$ 1,488	\$ 901
Cash paid for income taxes	\$ 256	\$ 2,546
<b>Non-cash investing and financing activities:</b>		
Fair value of CTG liabilities assumed in CTG Acquisition	\$ 3,162	\$ —
Fair value of SDPI liabilities assumed in SDPI Acquisition	\$ 6,246	\$ —
ROU assets obtained in exchange for lease liabilities	\$ 5,737	\$ 3,002
Non-cash recovery of note receivable	\$ 453	\$ —
Net exercise of stock options	\$ 254	\$ —
Shares withheld from exercise of stock options for payment of taxes	\$ 36	\$ —
Purchases of inventory included in accounts payable and accrued expenses and other	\$ 1,392	\$ 451
Purchases of property and equipment included in accounts payable and accrued expenses	\$ —	\$ 1,733
Non-cash directors and officers insurance	\$ —	\$ 1,063
Non-cash Merger financing	\$ —	\$ 2,000
Exchange of DTIH redeemable convertible preferred stock for DTIC Common Stock in	\$ —	\$ 7,193
Issuance of DTIC Common Stock to former holders of DTIH redeemable convertible	\$ —	\$ —
preferred stock in connection with Exchange Agreements	\$ —	\$ 10,805
Accretion of redeemable convertible preferred stock to redemption value	\$ —	\$ 314

## Reconciliation of Third Quarter 2024 Adjusted EBITDA

**Drilling Tools International Corp.**  
**Reconciliation of GAAP to Non-GAAP Measures (Unaudited)**  
*(In thousands of U.S. dollars and rounded)*

	<b>Three Months Ended September 30,</b>	
	<b>2024</b>	<b>2023</b>
Net income (loss)	\$ 867	\$ 4,287
Add (deduct):		
Income tax expense/(benefit)	(439)	2,102
Depreciation and amortization	6,185	5,303
Interest expense, net	1,038	73
Stock option expense	508	—
Management fees	188	295
Loss (gain) on sale property	(19)	—
Loss (gain) on remeasurement of previously held equity interest	361	535
Transaction expense	1,857	124
Other expense, net	579	10
Adjusted EBITDA	<u>\$ 11,125</u>	<u>\$ 12,729</u>



## Reconciliation of Third Quarter 2024 Adjusted Free Cash Flow

**Drilling Tools International Corp.**  
**Reconciliation of GAAP to Non-GAAP Measures (Unaudited)**  
*(In thousands of U.S. dollars and rounded)*

	<b>Three Months Ended September 30,</b>	
	<b>2024</b>	<b>2023</b>
Net income (loss)	\$ 867	\$ 4,287
Add (deduct):		
Income tax expense/(benefit)	(439)	2,102
Depreciation and amortization	6,185	5,303
Interest expense, net	1,038	73
Stock option expense	508	—
Management fees	188	295
Loss (gain) on sale of property	(19)	—
Unrealized (gain) loss on equity securities	361	535
Transaction expense	1,857	124
Other expense, net	579	10
Gross capital expenditures	(3,366)	(12,159)
Adjusted Free Cash Flow	<u>\$ 7,757</u>	<u>\$ 570</u>

# Reconciliation of Third Quarter 2024 Adjusted Net Income

**Drilling Tools International Corp.**  
**Reconciliation of GAAP to Non-GAAP Measures (Unaudited)**  
*(In thousands of U.S. dollars and rounded)*

	Three Months Ended September 30,	
	2024	2023
Net income (loss)	\$ 867	\$ 4,287
Transaction expense	1,857	124
Income tax expense/(benefit)	(439)	2,102
Adjusted Income Before Tax	<u>\$ 2,285</u>	<u>\$ 6,513</u>
Adjusted Income tax expense	2,345	(2,143)
Adjusted Net Income	<u>\$ 4,630</u>	<u>\$ 4,370</u>
Accumulated dividends on redeemable convertible preferred stock	—	—
Adjusted Net income available to common shareholders	<u>\$ 4,630</u>	<u>\$ 4,370</u>
Adjusted Basic earnings per share	\$ 0.14	\$ 0.15
Adjusted Diluted earnings per share	\$ 0.14	\$ 0.15
Basic weighted-average common shares outstanding	33,072,097	29,768,568
Diluted weighted-average common shares outstanding	33,547,056	30,043,546

## Reconciliation of 2024 Outlook

**Drilling Tools International Corp.**  
**Reconciliation of Estimated Consolidated Net Income to Adjusted EBITDA**  
*(In thousands of U.S. dollars and rounded)*  
*(Unaudited)*

	<b>Twelve Months Ended December 31, 2024</b>	
	<b>Low</b>	<b>High</b>
Net Income	\$ 2,500	\$ 4,500
Add (deduct)		
Interest expense, net	2,500	2,800
Income tax expense	200	800
Depreciation and amortization	24,000	25,000
Management fees	700	750
Other expense	300	550
Stock option expense	2,200	2,300
Transaction expense	5,600	6,300
<b>Adjusted EBITDA</b>	<b>\$ 38,000</b>	<b>\$ 43,000</b>
Revenue	145,000	155,000
<b>Adjusted EBITDA Margin</b>	<b>26%</b>	<b>28%</b>

## Reconciliation of 2024 Outlook

**Drilling Tools International Corp.**  
**Reconciliation of Estimated Consolidated Net Income to Adjusted Free Cash Flow**  
*(In thousands of U.S. dollars and rounded)*  
*(Unaudited)*

	Twelve Months Ended December 31, 2024	
	Low	High
Net Income	\$ 2,500	\$ 4,500
Add (deduct)		
Interest expense, net	2,500	2,800
Income tax expense	200	800
Depreciation and amortization	24,000	25,000
Management fees	700	750
Other expense	300	550
Stock option expense	2,200	2,300
Transaction expense	5,600	6,300
Gross capital expenditures	(20,000)	(22,000)
<b>Adjusted Free Cash Flow</b>	<b>\$ 18,000</b>	<b>\$ 21,000</b>
<b>Adjusted Free Cash Flow Margin</b>	<b>12%</b>	<b>14%</b>



## Reconciliation of 2024 Outlook

**Drilling Tools International Corp.**  
**Reconciliation of Estimated Consolidated Net Income to Adjusted Net Income**  
*(In thousands of U.S. dollars and rounded)*  
*(Unaudited)*

	<u>Twelve Months Ended December 31, 2024</u>	
	<u>Low</u>	<u>High</u>
Net income (loss)	\$ 2,500	\$ 4,500
Transaction expense	\$ 5,600	\$ 6,300
Income tax expense	200	800
<b>Adjusted Income Before Tax</b>	<b>\$ 8,300</b>	<b>\$ 11,600</b>
Adjusted Income tax expense	600	1,800
<b>Adjusted Net Income</b>	<b>\$ 7,700</b>	<b>\$ 9,800</b>