



Innovex Investor Presentation

November 2023



Disclaimer

Important Information and Disclaimers

This disclaimer applies to this document and the verbal or written comments of any person presenting it. This document, taken together with any such verbal or written comments, is referred to herein as the “Presentation.”

Neither this Presentation nor any part of it may be reproduced or redistributed, passed on, or the contents otherwise divulged, directly or indirectly, to any other person or published in whole or in part for any purpose without the prior written consent of Innovex Downhole Solutions, Inc. (“Innovex,” “INVX,” “we,” “us” or the “Company”). This Presentation is not directed to, or intended for distribution to or use by, any person or entity that is a citizen or resident or located in any locality, state, country or other jurisdiction where such distribution, publication, availability or use would be contrary to law or regulation of such jurisdiction or which would require any registration or licensing within such jurisdiction. The contents of this Presentation should not be construed as financial, legal, tax, regulatory, accounting or investment advice or a recommendation.

This Presentation is made pursuant to Section 5(d) of and/or Rule 163B under the Securities Act of 1933, as amended (the “Securities Act”), and is intended solely for investors that are qualified institutional buyers (as defined in Rule 144A under the Securities Act) or institutional accredited investors (as defined in Rule 501 under the Securities Act) solely for the purposes of familiarizing such investors with the Company and determining whether such investors might have an interest in a securities offering contemplated by the Company. Any such offering of securities will only be made by means of a registration statement (including a prospectus) filed with the Securities and Exchange Commission, after such registration statement becomes effective. No such registration statement has been publicly filed or become effective as of the date of this Presentation. This Presentation shall not constitute an offer to sell or the solicitation of an offer to buy these securities, nor shall there be any sale of these securities in any state or jurisdiction in which such offer, solicitation, or sale would be unlawful prior to registration or qualification under the securities laws of any such state or jurisdiction.

By participating in this Presentation, you acknowledge and agree that all of the information contained herein and other communications made in connection with this Presentation are confidential, that you will keep this information confidential and will not use this information for other than informational purposes. You are also being advised that the U.S. securities laws restrict persons with material non-public information about a company obtained directly or indirectly from that company from purchasing or selling securities of such company or from communicating such information to any other person under circumstances in which it is reasonably foreseeable that such person is likely to purchase or sell such securities on the basis of such information.

Forward Looking Statements

This Presentation contains forward-looking statements about us and our industry that involve substantial risks and uncertainties. Forward-looking statements are not statements of historical fact but instead are based on our present beliefs and assumptions and on information currently available to Innovex. You can identify these forward-looking statements by the use of forward-looking words such as “outlook,” “believes,” “expects,” “potential,” “continues,” “may,” “will,” “should,” “could,” “seeks,” “approximately,” “predicts,” “intends,” “plans,” “estimates,” “anticipates,” “target,” “projects,” “contemplates” or the negative version of those words or other comparable words. Any forward-looking statements contained in this Presentation are based upon our historical performance and on our current plans, estimates and expectations in light of information currently available to us. The inclusion of this forward-looking information should not be regarded as a representation by us that the future plans, estimates or expectations contemplated by us will be achieved. Such forward-looking statements are subject to various risks and uncertainties and assumptions about future events that may or may not be correct or necessarily take place and that are by their nature subject to significant uncertainties and contingencies, many of which are outside the control of Innovex. The occurrence of any such factors, events or circumstances would significantly alter the results set forth in these statements. The forward-looking statements made in this Presentation relate only to events as of the date of this Presentation. We do not undertake any obligation to publicly or otherwise update or review any forward-looking statement except as required by law, whether as a result of new information, future developments or otherwise. If one or more of these or other risks or uncertainties materialize, or if our underlying assumptions prove to be incorrect, our actual results may vary materially from what we may have expressed or implied by these forward-looking statements. We caution that you should not place undue reliance on any of our forward-looking statements. Furthermore, new risks and uncertainties arise from time to time, and it is impossible for us to predict those events or how they may affect us. Past performance is not a reliable indicator of future results. Annualized data is presented for illustrative purposes only and should not be considered indicative of future performance or actual results for any period.



Disclaimer (Cont'd)



Industry Information

We obtained the industry, market and competitive position data used throughout this Presentation from our own internal estimates and research, as well as from independent industry publications, government publications and other published independent sources. Internal estimates are derived from publicly available information released by industry analysts and third-party sources, our internal research and our industry experience and are based on assumptions made by us based on such data and our knowledge of the industry and market, which we believe to be reasonable. In addition, while we believe the industry, market and competitive position data included in this Presentation is reliable and based on reasonable assumptions, we have not independently verified the accuracy or completeness of any third-party 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. Forecasts and other forward-looking statements obtained from these sources are subject to the same qualifications and uncertainties as the other forward-looking statements in this Presentation. No representation or warranty, express or implied, is made as to the fairness, accuracy, completeness or correctness of the information contained herein and no reliance should be placed on it. None of Innovex, the underwriters or any of their respective affiliates, advisers, connected persons or any other person accept any liability for any loss howsoever arising (in negligence or otherwise), directly or indirectly, from this Presentation or its contents or otherwise arising in connection with this Presentation. This shall not, however, restrict or exclude or limit any duty or liability to a person under any applicable law or regulation of any jurisdiction that may not lawfully be disclaimed.

The information contained in this Presentation is provided as at the date of this Presentation and is subject to change without notice.

Non-GAAP Financial Measures

This Presentation contains both financial measures prepared and presented in accordance with GAAP and non-GAAP financial measures, which are measurements of financial performance that are not prepared and presented in accordance with GAAP. Accordingly, these measures should not be considered as a substitute for data prepared and presented in accordance with GAAP. These non-GAAP financial measures, including Adjusted EBITDA, Adjusted EBITDA Margin, Adjusted EBITDA Less Capital Expenditures, and Return on Capital Employed ("ROCE"), are or have been used by Innovex's management when evaluating results of operations and as otherwise described below. Non-GAAP financial measures should not be construed as being more important than comparable GAAP measures. Innovex's management believes these non-GAAP financial measures provide users of our financial statements with additional and useful comparisons of current results of operations with past and future periods. Although we use or have used these non-GAAP financial measures to assess the performance of our business and for the other purposes, the use of these non-GAAP financial measures as an analytical tool has limitations, and you should not consider them in isolation, or as a substitute for analysis of our results of operations as reported in accordance with GAAP. In addition, because not all companies use identical calculations, the non-GAAP financial measures included in this Presentation may not be comparable to similarly titled measures disclosed by other companies, including our peers or other companies in our industry. Please see "Appendix: Supplemental Materials" within the Presentation for reconciliations of the non-GAAP financial measures included in the Presentation to our most directly comparable financial measures calculated and presented in accordance with GAAP.

No Barriers Culture



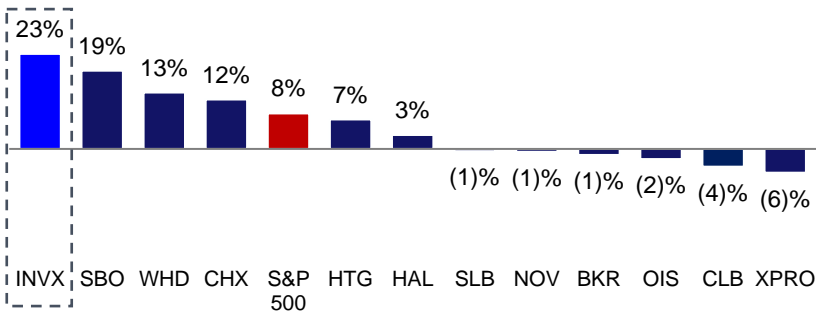
Vision + Culture = Results



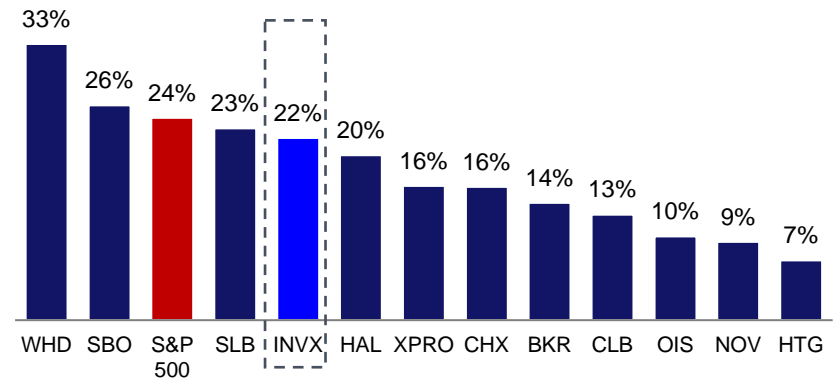
Leading Top Line Growth (2016 – 2022 Revenue per Share CAGR)

Total Debt / 2022 Adjusted EBITDA²:

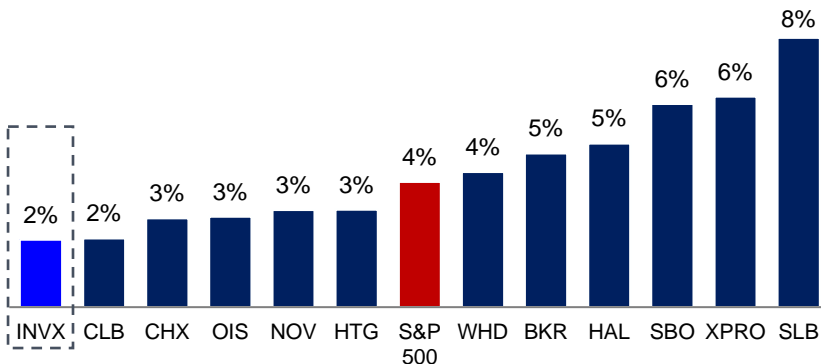
0.9 x 2.0 x 0.7 x 1.1 x 2.6 x 0.8 x 2.0 x 1.9 x 2.9 x 2.2 x 1.8 x 2.8 x 0.1 x



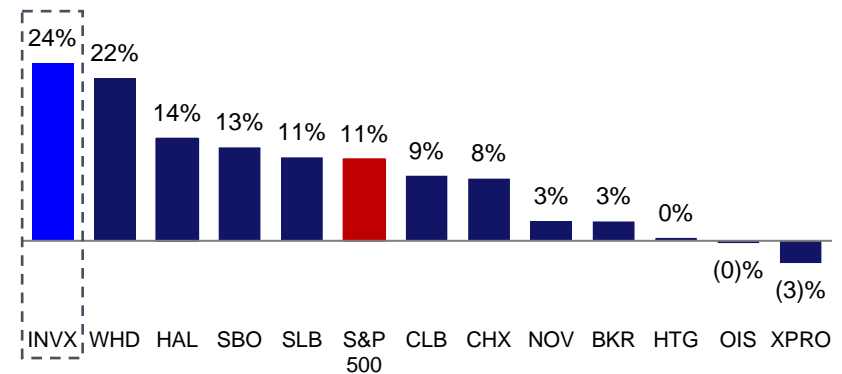
High Margins¹ (2022 Adj. EBITDA Margins)



Negligible Capex (2022 Investment in PP&E as % of Revenue)



Strong Returns (2022 Return on Capital Employed (“ROCE”)³)



Source: FactSet, Public Disclosure. S&P 500 represents the median metric for current constituents. ¹ Adjusted EBITDA is non-GAAP measures. We define Adj. EBITDA as net income before interest expense, income tax expense, depreciation and amortization, and other expense, net, further adjusted to exclude certain items which we believe are not reflective of our ongoing performance or which are non-cash in nature. We define Adj. EBITDA Margin as Adj. EBITDA divided by revenue. See appendix for reconciliation to Innovex’s most comparable GAAP measures. Adj. EBITDA for the presented peers has been pulled or derived from the public filings or presentations of such peers and then divided by the publicly disclosed revenues as applicable to arrive at the margin presented. Innovex’s computation of Adj. EBITDA may not be comparable to those of its peers. ² As of December 31, 2022, total indebtedness was approximately \$89.1 million and net income was approximately \$63.3 million, resulting in a total debt to net income ratio of approximately 1.41x. ³ ROCE is a non-GAAP measure and defined as operating profit, after tax divided by average capital employed (the combined values of debt and shareholders’ equity). See appendix for reconciliation from Innovex’s most comparable GAAP measure. ROCE for the presented peers has been derived from the public filings or presentations of such peers and calculated in accordance with Innovex’s definition of ROCE.

Innovex Today



North American scale with International & Offshore upside

Proven and Successful Business Model

- **Disciplined Revenue Growth:** 23% 2016 – 2022 Revenue CAGR, under a low leverage framework
- **Returns Focused:** ROCE outperformed peer¹ average in 2022 (24% vs. 9%)
- **Attractive Margin and Low Capex Profile:** High margins with negligible sustaining capital requirements
- **Through Cycle Playbook:** Strategy in place performs well across all market environments

Runway for Sustained Growth

- **New Product Development:** Drives revenue growth and expands our addressable market opportunities
- **Geographic & Market Share Expansion:** Continued organic market share growth within North America, with sizeable opportunities in International & Offshore markets
- **Strategic Acquisitions:** Disciplined sourcing and review framework in place to build off successful M&A track record
- **Strong Market Tailwinds:** Domestic service intensity growth coupled with sustained International & Offshore investment

Key Facts

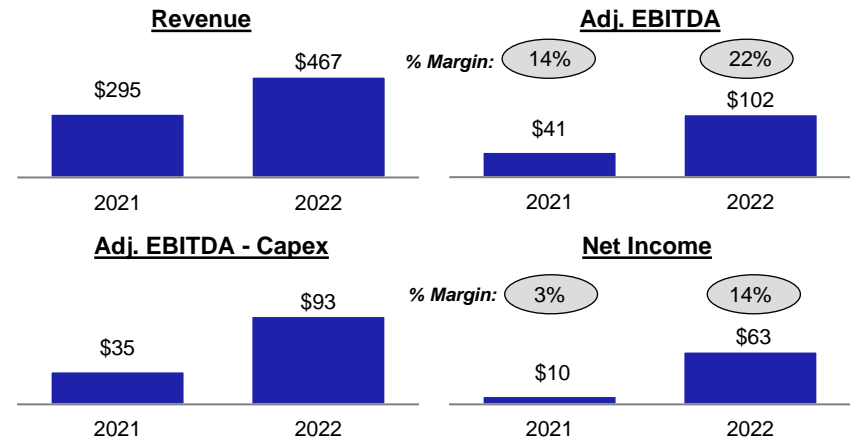
71% / 29%
NAM / International & Offshore²

~\$102mm
2022 Adj. EBITDA⁴

~2%
Revenue spent on Capex in 2022³

0.9x
Total Debt to 2022 Adj. EBITDA

Strong Financial Performance (\$mm)⁴



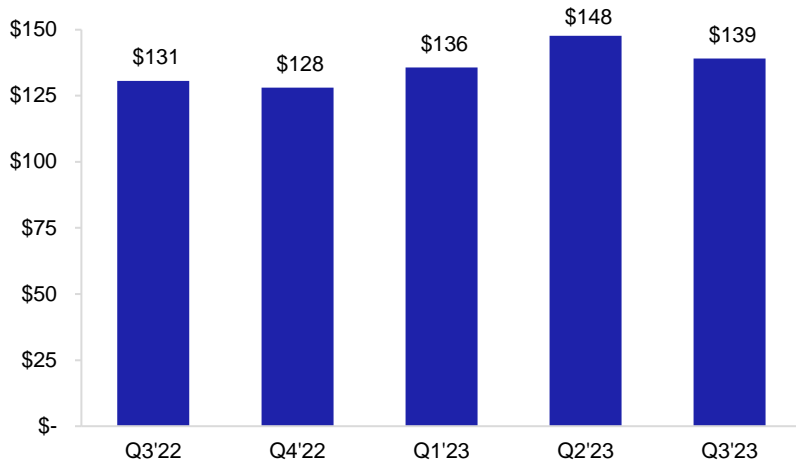
¹ Peers include SBO, WHD, HAL, SLB, CLB, CHX, NOV, BKR, HTG, OIS and XPRO. ² Represents 2022 revenue. ³ Represents purchases of plant, property and equipment ("PP&E") as a percentage of revenue. ⁴ Adjusted EBITDA and Adjusted EBITDA Margin are non-GAAP measures. See appendix for reconciliation to Innovex's most comparable GAAP measures.

Financial Summary

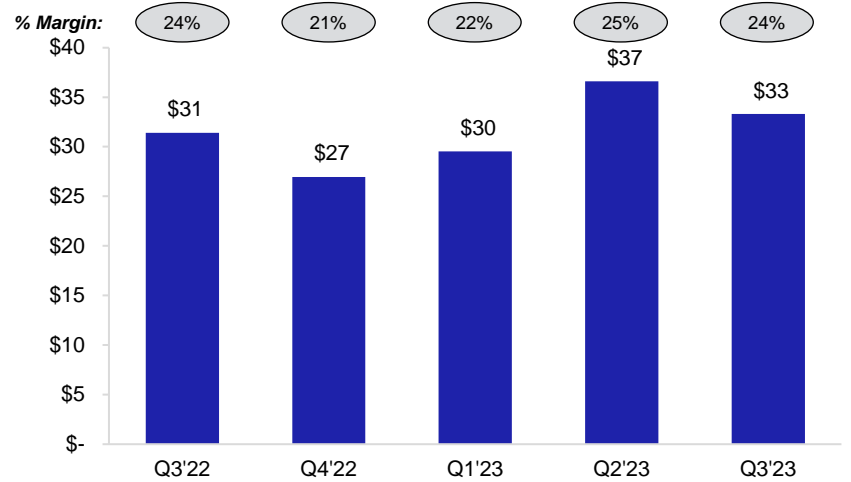
Quarterly Financial Performance (USD in millions)



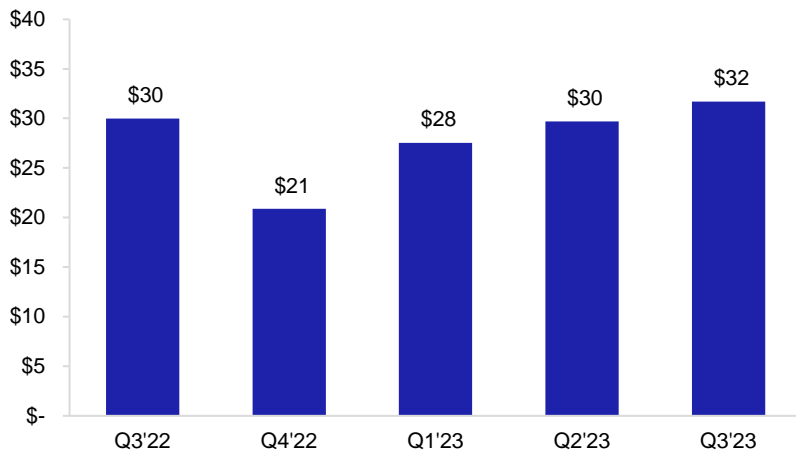
Revenue



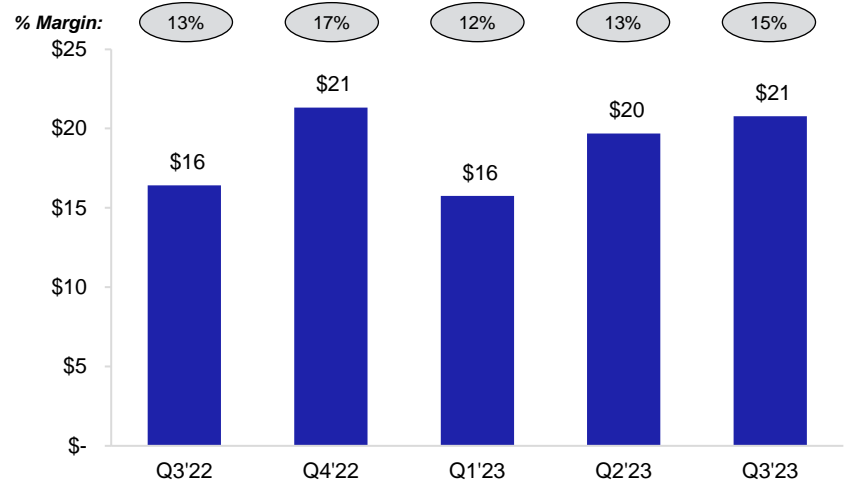
Adjusted EBITDA¹



Adjusted EBITDA – Capital Expenditures¹



Net Income



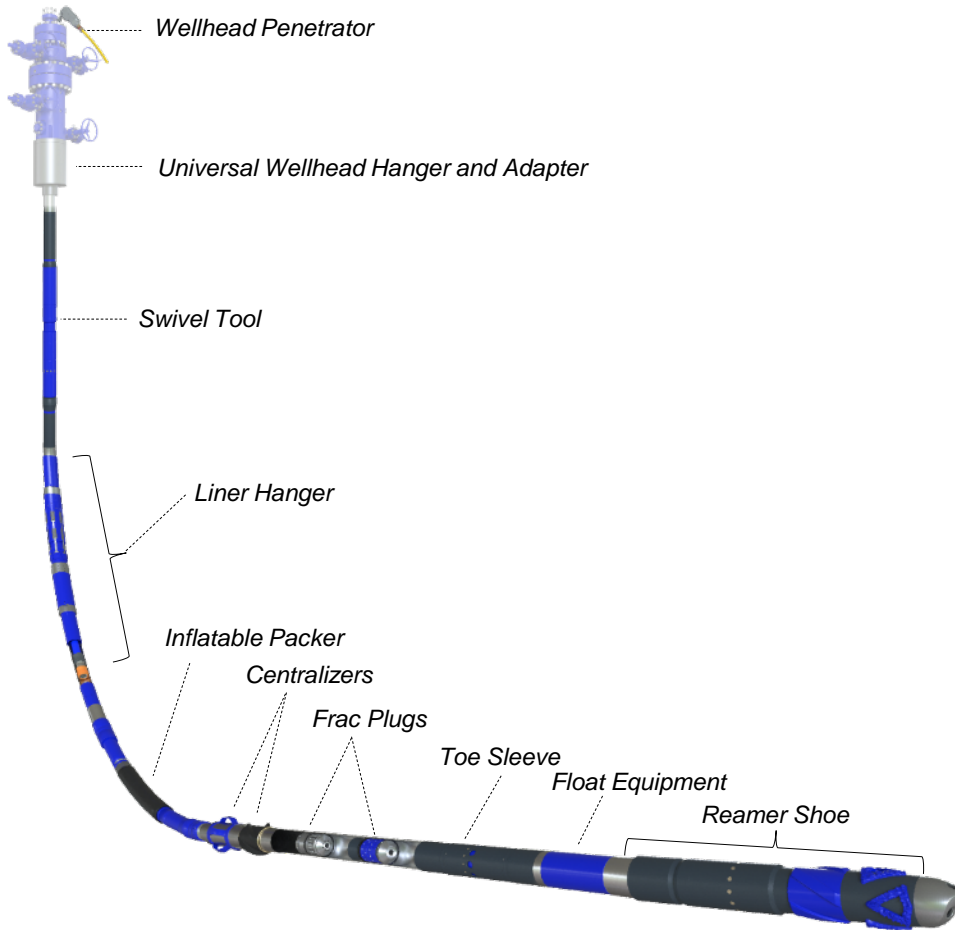
¹ Adjusted EBITDA and Adjusted EBITDA Margin are non-GAAP measures. See appendix for reconciliation to Innovex's most comparable GAAP measures.

Curated Portfolio

Suite of diverse, reliable products and technologies



The Innovex Wellbore



INVX's products provide a critical well function, chosen by discerning customers for their reliability and capacity to save time and lower costs during the well lifecycle

Attractive Business Model

- ✓ **Big Impact, Small Ticket consumable products with high margins**
- ✓ **Limited exposure to equipment build cycle**
- ✓ **Highly Diversified offering, not dependent on a single technology**
- ✓ **Single point of contact for many of our customers' needs**

Summary Product Portfolio

<2% Typical Well Cost ¹	~275 U.S. & International Patents
86% Consumable Products ²	~65 Countries
>50% Revenue from products with a top-3 market position	>10,000 Unique SKUs

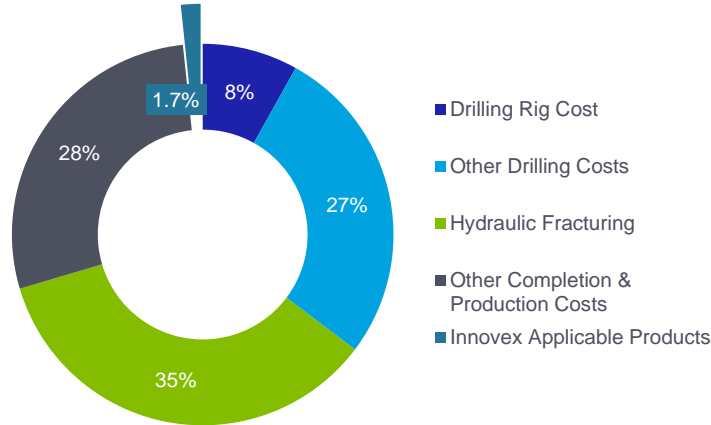
¹ Illustrative Permian, Delaware well via Rystad Energy. ² Based on 2022 revenue.

Operations Summary



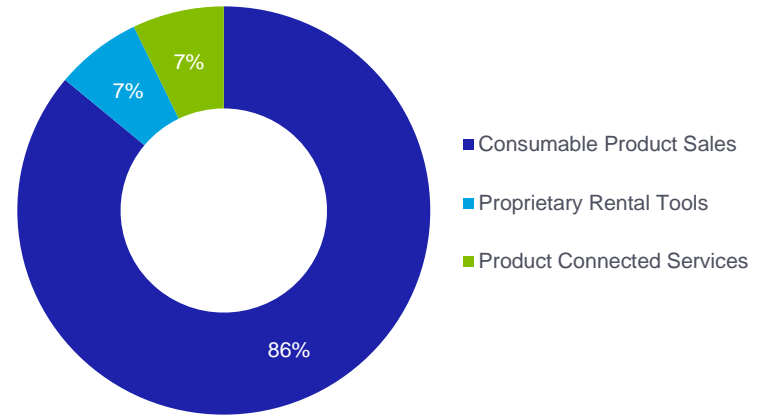
Portfolio of diversified, consumable *Big Impact, Small Ticket* products | Serving high quality customers

Innovex Represents ~2% of Average Well Cost¹



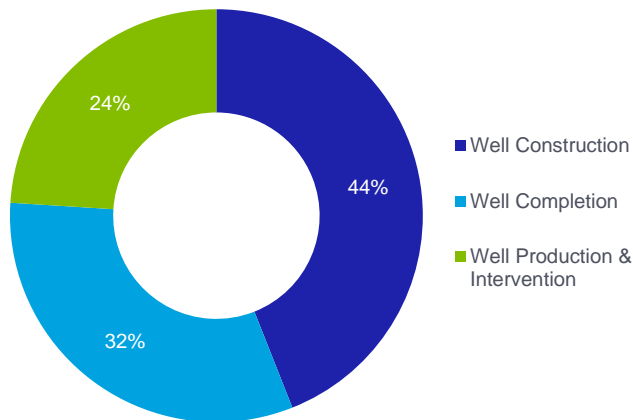
Product costs represent a small fraction of a typical shale well spend but have an outsized impact on well performance and economics

Revenue by Source (2022)



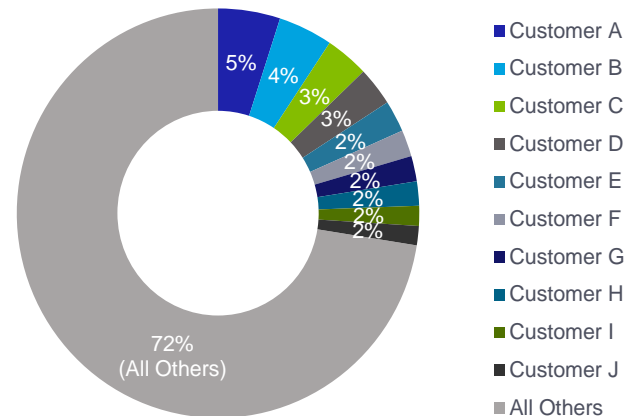
Levered to consumable, single use products

Revenue by Well Lifecycle Phase (2022)



14 major product families sold across the well lifecycle

Top 10 Customer Base by Revenue (2022)



Serve over 1,600 customers globally with the top ten accounts representing only 28% of revenue

¹ Illustrative Permian, Delaware well via Rystad Energy, excluding facility costs.

Magnet for Innovation

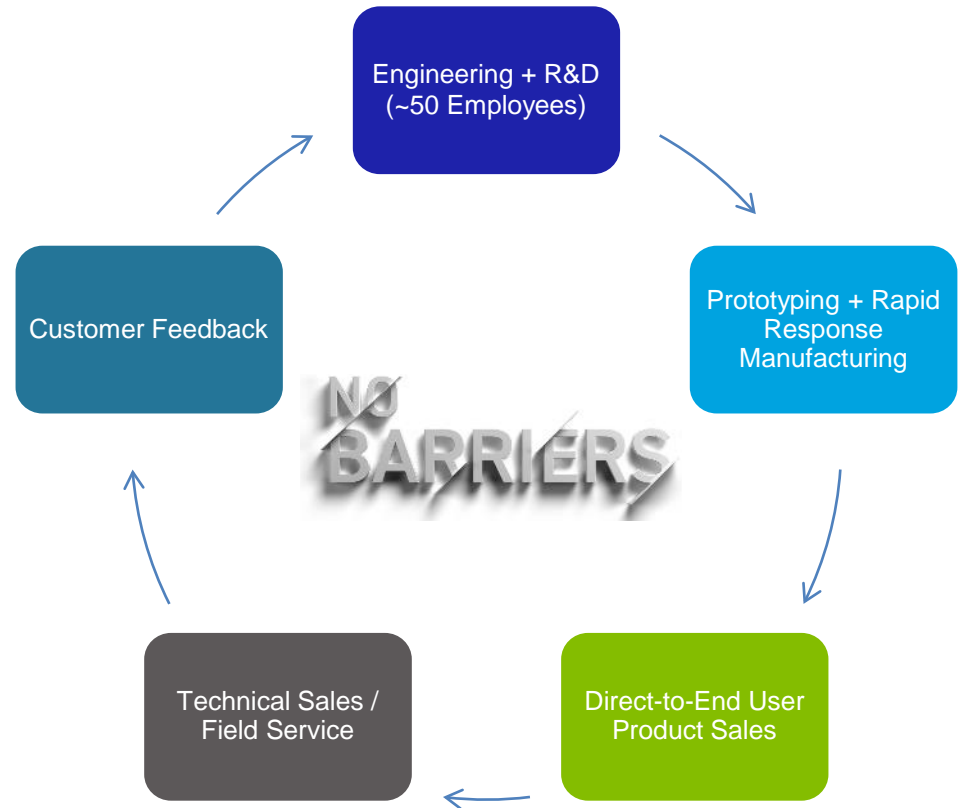
Unique *No Barriers* culture underpins relentless, proven innovation



Product Development Drives Revenue Growth And Market Share Capture

- ✓ Faster pace of innovation vs. larger competitors
- ✓ *No Barriers* culture is key to success
 - Remove internal barriers that slow the pace of innovation
 - Responsive to customer needs
 - Prioritize direct and transparent interaction with the end user
 - Incentivize employees to create value

The Technology Feedback Loop



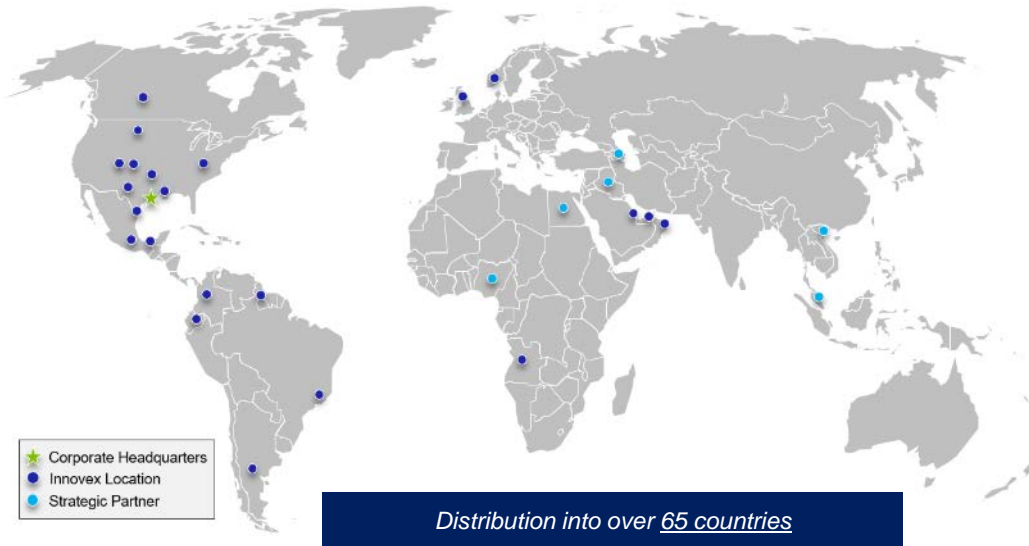
Iterative process of engineering, manufacturing and field trials to solve customer challenges

Significant International & Offshore Growth Opportunities

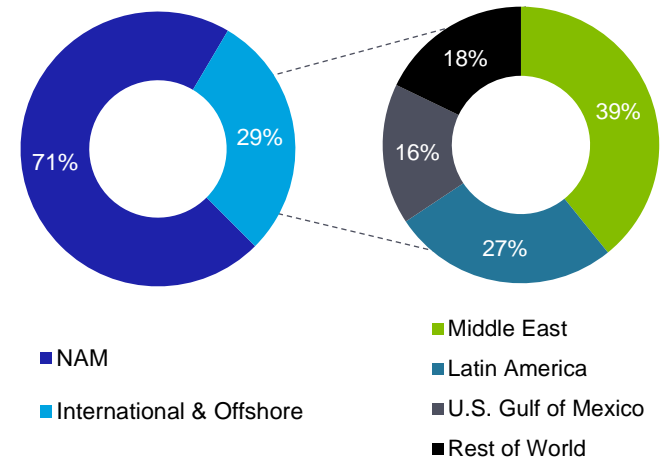


Footprint across leading global sources of production

Global Geographic Footprint¹



2022 Revenue by End Market



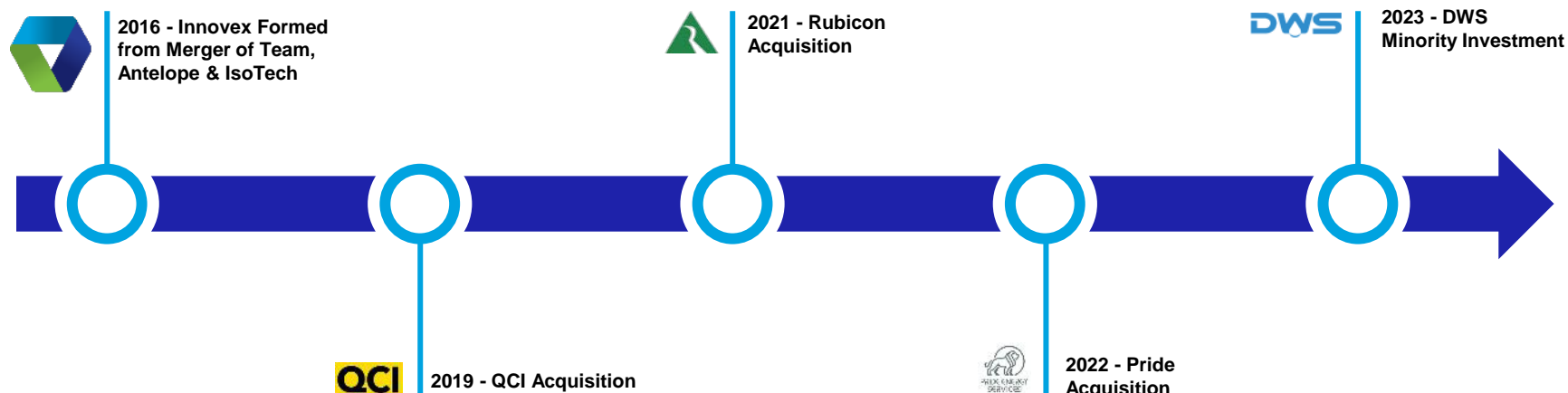
International & Offshore Growth Strategy

- ✓ Replicate our success in NAM across International & Offshore markets
- ✓ Lead with highest impact technologies to establish presence in key regions with production growth (e.g. Brazil & Guyana)
- ✓ Cross sell product portfolio across regions to increase customer wallet share (e.g. Latin America, North Sea, West Africa)

Disciplined Framework in Action



Track record of successful, disciplined growth since inception



Innovex's Target Review Framework

Qualitative Characteristics

- ✓ Strategically complements our business
- ✓ Products exhibit Big Impact, Small Ticket value proposition
- ✓ Businesses with a competitive moat
- ✓ Prioritize businesses operating at scale
- ✓ Favor targets with a strong presence in International and Offshore markets or capacity to benefit from our global sales and distribution channels

Quantitative Characteristics

- ✓ Accretive to Innovex's margins and / or valuation
- ✓ Strong return on capital metrics
- ✓ Capital-light business model
- ✓ Utilize low amounts of leverage to facilitate a transaction
- ✓ Maintain a strong liquidity position post-closing

Through Cycle Playbook

Use the cycle to supercharge growth



Up-Cycle

- ✓ Prioritize execution to drive market share capture
- ✓ Expand margins through strategic price increases
- ✓ Invest in inventory to support customer needs
- ✓ Maintain focused acquisition approach
- ✓ Divest underperforming or noncore product families

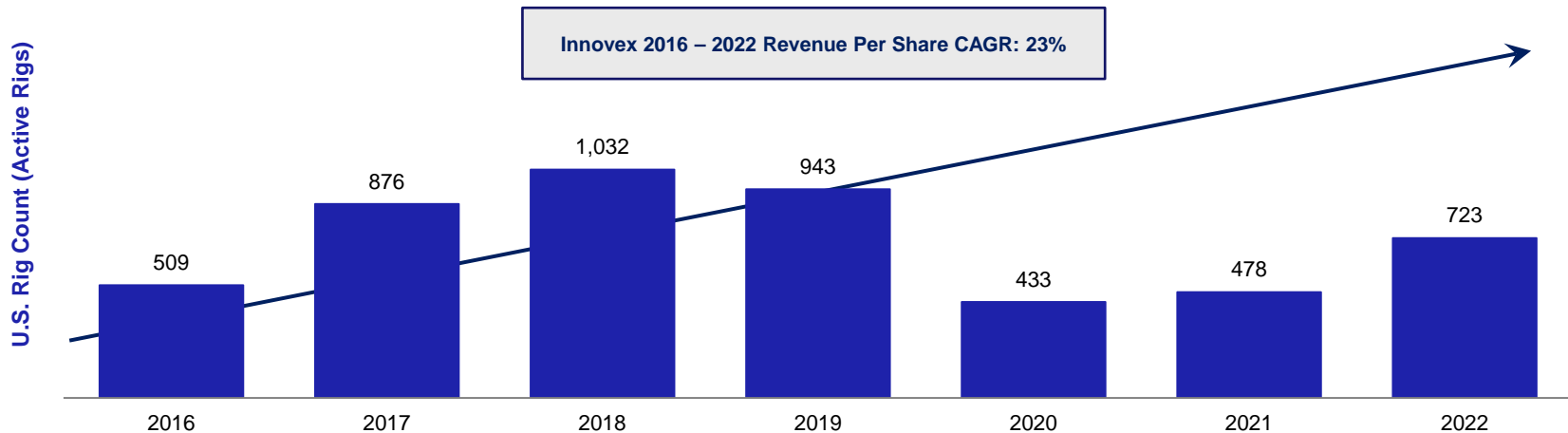
Mid-Cycle

- ✓ Maintain balance sheet strength to preserve financial flexibility
- ✓ Optimize margins to maximize strategic optionality
- ✓ Invest for the future
 - Implement internal processes to amplify growth
 - Enhance the supply chain
- ✓ Maintain focused acquisition approach

Down-Cycle

- ✓ Invest while competitors struggle
 - Maintain focus on R&D
 - Add employee talent while still managing costs
- ✓ Unwind net working capital to bolster liquidity
- ✓ Evaluate transformative action during cyclical downturns
 - Innovex founding (2016)
 - Acquisition of large International and Offshore levered business (2021)

Strong Relative Growth Through Cycle



Innovex Offers a Differentiated Value Proposition



Unique *No Barriers* Culture: Relentless innovation increasing global addressable market



Profitable Growth: Robust revenue growth and returns



Diversified Product Suite: Curated product portfolio working across the well lifecycle



***Big Impact, Small Ticket* Profile:** Strong margins



Global Footprint: Targeted international growth supported by established infrastructure and sales channels



Outperformance Through-the-Cycle: Capital-light, consumable focused business model



Flexible Supply Chain: Optimizing manufacturing will protect and enhance margins



Balance Sheet Strength: Maintain conservative balance sheet



Disciplined Acquisition Framework: Successful track record of sourcing and integrating accretive combinations



INNOVEX

Appendix: Supplemental Materials

Reconciliation to Non-GAAP Metrics

Adjusted EBITDA and Adjusted EBITDA Less Capital Expenditures – Annual



USD in 000s	Three Months Ended				
	September 30, 2023	June 30, 2023	March 31, 2023	December 31, 2022	September 30, 2022
Revenue	\$ 139,086	\$ 147,641	\$ 135,622	\$ 127,995	\$ 130,648
Net Income	\$ 20,770	\$ 19,693	\$ 15,757	\$ 21,317	\$ 16,415
Interest expense	1,517	1,936	1,262	1,682	846
Income tax expense	2,477	7,558	4,623	(3,337)	4,938
Depreciation	3,762	3,421	3,373	3,676	3,022
Amortization	2,007	2,007	2,007	2,007	1,773
EBITDA	\$ 30,533	\$ 34,615	\$ 27,022	\$ 25,345	\$ 26,995
Other (income) expense, net (1)	(884)	(1,272)	615	193	488
Stock based compensation	461	530	502	191	235
IPO Preparation Expenses (2)	378	818	856	871	1,238
Transaction related expenses (3)	458	370	234	-	461
Acquisition integration expenses (4)	567	309	312	365	1,992
EBITDA contribution from minority investment (5)	1,794	1,217	-	-	-
Adjusted EBITDA	\$ 33,307	\$ 36,586	\$ 29,541	\$ 26,966	\$ 31,409
Net Income (Loss) % Revenue	15%	13%	12%	17%	13%
Adjusted EBITDA Margin	24%	25%	22%	21%	24%
Adjusted EBITDA	\$ 33,307	\$ 36,586	\$ 29,541	\$ 26,966	\$ 31,409
Purchase of property and equipment	(1,613)	(6,886)	(1,995)	(6,096)	(1,426)
Adjusted EBITDA less Capital Expenditures	\$ 31,693	\$ 29,701	\$ 27,546	\$ 20,870	\$ 29,983

¹ Primarily represents foreign currency exchange gain/loss, gain/loss related to disposal of assets, equity income/loss from minority investment, and other non-operating items. ² Reflects legal, consulting and accounting fees and expenses related to IPO preparation. ³ Reflects legal and professional fees related to acquisitions as well as inventory step-up due to purchase price accounting. ⁴ Reflects various costs related to integration of acquisitions, including IT integration costs, facility closure and consolidation expenses, severance expenses, inherited tax and litigation expenses.

Reconciliation to Non-GAAP Metrics

Adjusted EBITDA and Adjusted EBITDA Less Capital Expenditures – Quarterly



USD in 000s	Twelve Months Ended	
	December 31, 2022	December 31, 2021
Revenue	\$ 467,190	\$ 294,842
Net Income	\$ 63,279	\$ 9,853
Interest expense	4,034	2,155
Income tax expense	9,651	3,842
Depreciation	12,075	12,417
Amortization	6,394	5,317
EBITDA	\$ 95,433	\$ 33,585
Other (income) expense, net (1)	(411)	(1,773)
Stock based compensation	910	703
IPO Preparation Expenses (2)	2,274	-
Transaction related expenses (3)	461	3,975
Acquisition integration expenses (4)	3,443	4,547
EBITDA contribution from minority investment (5)	-	-
Adjusted EBITDA	\$ 102,109	\$ 41,036
Net Income (Loss) % Revenue	14%	3%
Adjusted EBITDA Margin	22%	14%
Adjusted EBITDA	\$ 102,109	\$ 41,036
Purchase of property and equipment	(9,575)	(6,443)
Adjusted EBITDA less Capital Expenditures	\$ 92,534	\$ 34,593

¹ Primarily represents foreign currency exchange gain/loss, gain/loss related to disposal of assets, equity income/loss from minority investment, and other non-operating items. ² Reflects legal, consulting and accounting fees and expenses related to IPO preparation. ³ Reflects legal and professional fees related to acquisitions as well as inventory step-up due to purchase price accounting. ⁴ Reflects various costs related to integration of acquisitions, including IT integration costs, facility closure and consolidation expenses, severance expenses, inherited tax and litigation expenses.

Reconciliation to Non-GAAP Metrics

Return on Capital Employed (ROCE)



USD in 000s	Twelve Months Ended	
	December 31, 2022	December 31, 2021
Income from operations	\$ 76,553	\$ 14,077
Income tax expense	9,651	3,842
Operating profit, after tax	\$ 66,902	\$ 10,235
Beginning debt	\$ 39,308	\$ 25,576
Beginning equity	180,550	90,730
Ending debt	89,119	39,308
Ending equity	251,280	180,550
Average capital employed	\$ 280,128	\$ 168,082
ROCE	24%	6%