



Earnings Conference Call

Second Quarter 2021

July 29, 2021
8:00am Central Time

Forward-Looking Statements

This news release contains statements relating to future actions and results, which are "forward-looking statements" within the meaning of the Securities Exchange Act of 1934, as amended, and the Private Securities Litigation Reform Act of 1995. Such statements relate to, among other things, ChampionX's market position and growth opportunities. Forward-looking statements include, statements related to ChampionX's expectations regarding the performance of the business, financial results, liquidity and capital resources of ChampionX. Forward-looking statements are subject to inherent risks and uncertainties that could cause actual results to differ materially from current expectations, including, but not limited to, changes in economic, competitive, strategic, technological, tax, regulatory or other factors that affect the operation of ChampionX's businesses. You are encouraged to refer to the documents that ChampionX files from time to time with the Securities and Exchange Commission ("SEC"), including the "Risk Factors" in ChampionX's Annual Report on Form 10-K for the fiscal year ended December 31, 2020, and in ChampionX's other filings with the SEC. Readers are cautioned not to place undue reliance on ChampionX's forward-looking statements. Forward-looking statements speak only as of the day they are made and ChampionX undertakes no obligation to update any forward-looking statement, except as required by applicable law.

Non-GAAP Measures

This investor presentation, and the related discussions, contains certain non-GAAP financial measures, which should be considered only as supplemental to, and not as superior to financial measures prepared in accordance with generally accepted accounting principles ("GAAP"). Please refer to our earnings release for second quarter 2021 results for a reconciliation of these non-GAAP financial measures to the most directly comparable financial measures prepared in accordance with GAAP and definitions and calculation methodologies of defined terms used in this investor presentation. For additional information about our non-GAAP financial measures, see our filings with the SEC.

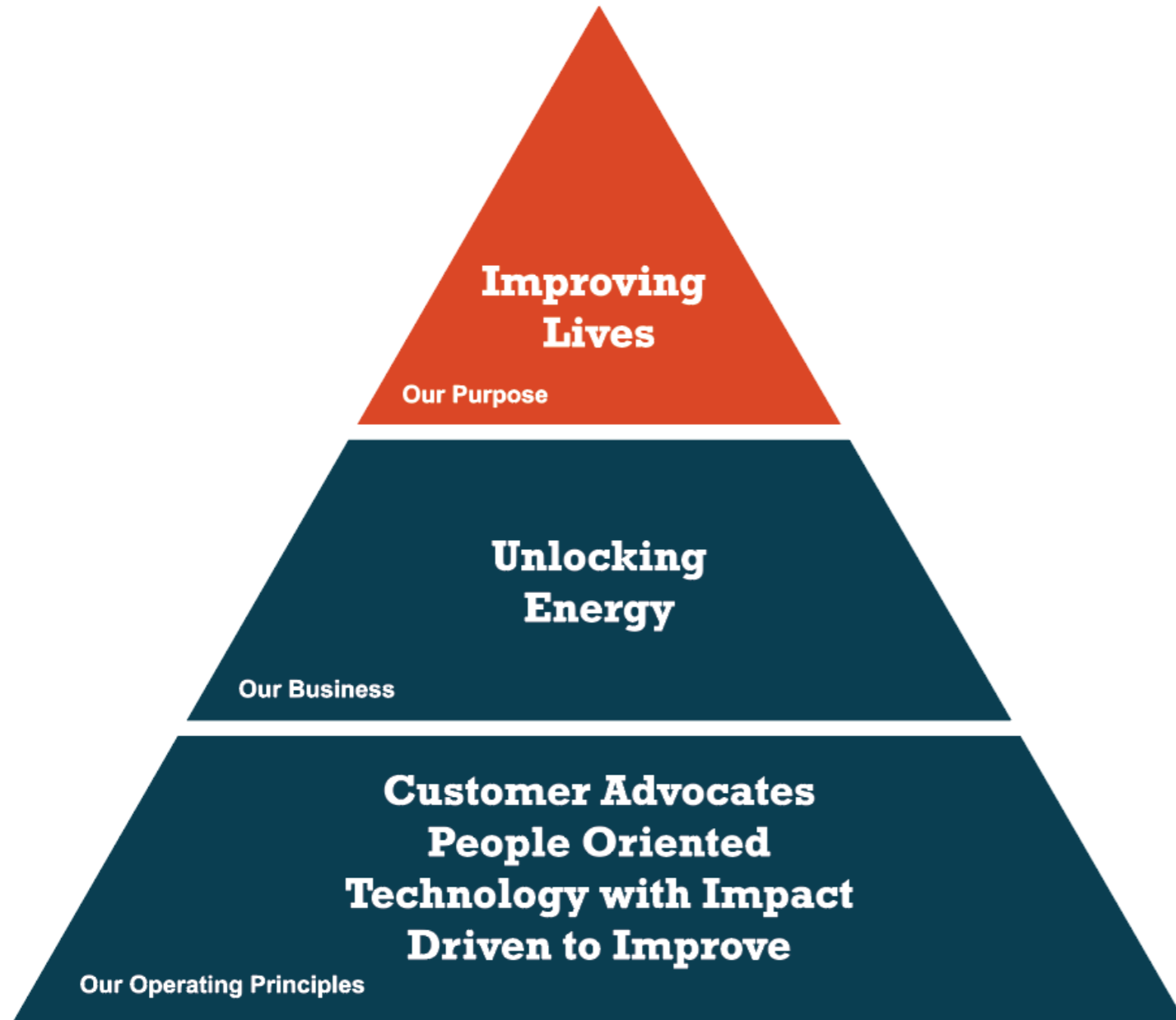
About Non-GAAP Measures

In addition to financial results determined in accordance with generally accepted accounting principles in the United States ("GAAP"), this presentation presents non-GAAP financial measures. Management believes that adjusted EBITDA, adjusted EBITDA margin, segment adjusted EBITDA, and segment adjusted EBITDA margin reflect the core operating results of our businesses and help facilitate comparisons of operating performance across periods. In addition, free cash flow is used by management to measure our ability to generate positive cash flow for debt reduction and to support our strategic objectives. The foregoing non-GAAP financial measures should be considered in addition to, not as a substitute for or superior to, other measures of financial performance prepared in accordance with GAAP. A reconciliation of these non-GAAP measures to the comparable GAAP measures is included in the financial tables accompanying our earnings release for the second quarter 2021 results.

Soma Somasundaram

President and Chief Executive Officer

Our Organizational Purpose Drives Us Every Day



United behind a
common purpose

Guided by our shared
culture and
operating principles

ChampionX celebrated the recent one-year anniversary of our transformational merger with our employees volunteering more than 1,500 hours of service in our communities around the world

ESG Spotlight -- Our Scientific Aviation Acquisition

Helping Customers Reduce Their GHG Emissions

- **Scientific Aviation is a market leader in methane emissions monitoring solutions**
 - ❖ More than a decade of experience in atmospheric sciences / wind modelling
 - ❖ Offers full suite of methane emissions monitoring solutions
 - ❖ Well-aligned with energy industry efforts to reduce GHG emissions
- **SOOFIE introduced in 2020**
 - ❖ Enables continuous site monitoring for methane and volatile organic compounds emissions
 - ❖ Proprietary algorithms automatically identify anomalies and send alerts to designated recipients
 - ❖ Triangulation allows for identification of source location
 - ❖ Already 800+ SOOFIE installations online in the field
- **Joint energy industry partnership study (Project Falcon) launched in March 2021**
 - ❖ Six-month study is focused on the optimal deployment of continuous methane monitoring technology, with SOOFIE being used by partnership members for the study
- **Significant organic growth potential in the coming years**



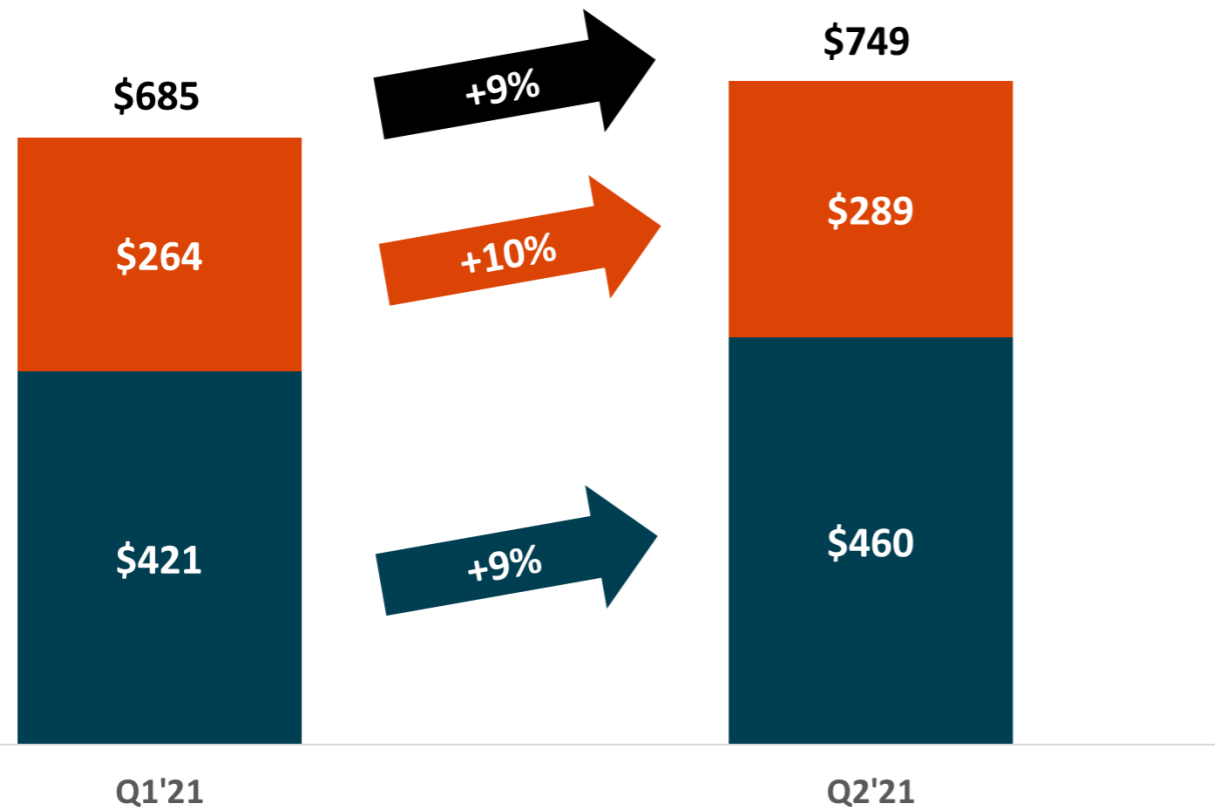
Ken Fisher

Executive Vice President & Chief Financial Officer

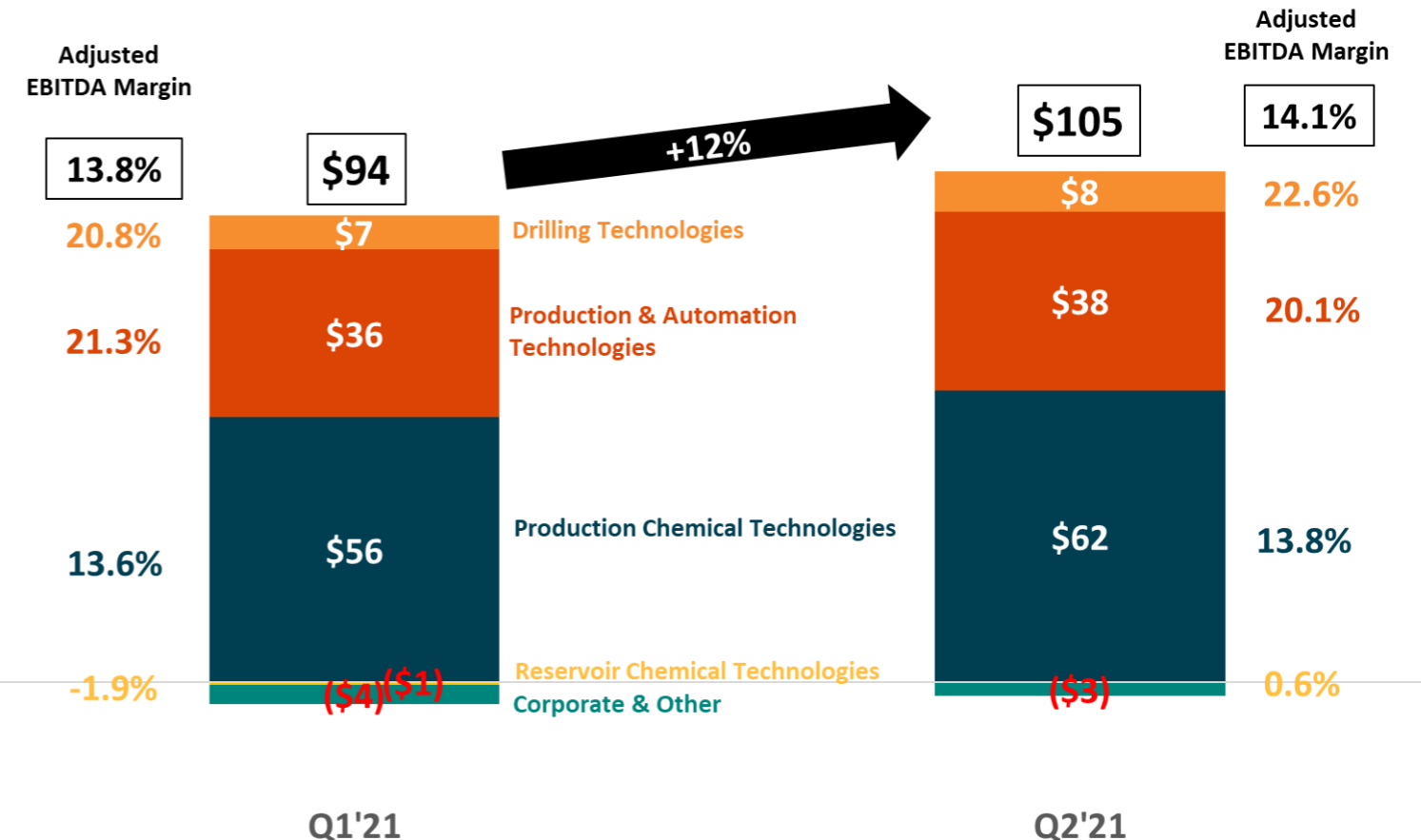
Second Quarter 2021 Financial Results



Revenue (in millions)
 ■ North America ■ International



Adjusted EBITDA (in millions)



- Geographically broad-based revenue growth momentum
- Strong Q2 adjusted EBITDA margins in Production & Automation Technologies and Drilling Technologies
- Well-positioned for 2nd Half margin improvement in Chemical Technologies businesses

Note: See ChampionX Second Quarter 2021 earnings release for reconciliation of non-GAAP financial measures including adjusted EBITDA, segment adjusted EBITDA, adjusted EBITDA margin and segment adjusted EBITDA margin. Revenue includes \$43.1 million and \$40.8 million from Cross Supply and Product Transfer Agreement with Ecolab in Q2-21 and Q1-21, respectively.

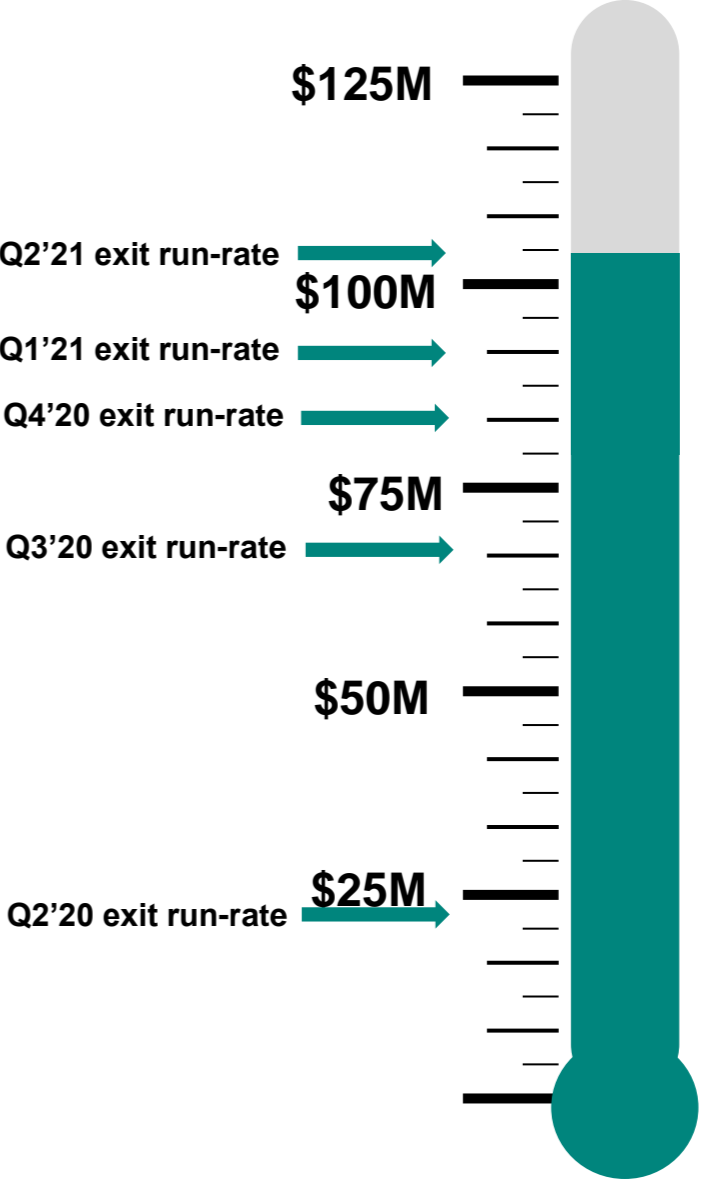
Cost Synergies

- Cost synergies execution remains on track to achieve the full targeted cost synergies of \$125 million within 24 months of merger
 - Exited the second quarter at a \$103 million run rate
- Separation from Ecolab is ahead of schedule

Revenue Synergies

- Overall pipeline for production-oriented joint sell opportunities is progressing well, with significant traction in North America onshore
- New digital solutions being developed with the first commercialization of smart chemical skid occurring in July

Cost Synergy Annualized Run-Rate Tracker



- Free cash flow of \$41 million
 - 39% of Adjusted EBITDA (53% year-to-date)
 - 5% of Revenue
- Continuing debt reduction
 - Repaid \$62 million of debt during the second quarter
 - Repaid approximately \$230 million of debt since merger
- Financial liquidity of \$592 million
 - Cash on hand and available revolving credit facility
- Net debt to trailing twelve months EBITDA = 1.6x
 - Targeting 1x through continued debt reduction

On a consolidated basis in the third quarter of 2021, we expect:

- Revenue of \$765 million to \$805 million
 - North America:
 - Continued positive momentum in shorter-cycle North American production-oriented businesses
 - Moderating U.S. land rig count growth in North American drilling-oriented businesses
 - International:
 - Continued volumes improvement in our international operations
- Adjusted EBITDA of \$119 million to \$125 million
 - Includes impact of selling prices catching up with raw materials inflation experienced in first half of year
- We still expect exit 2021 adjusted EBITDA margin to exceed exit 2020 level, driven by volume and price improvements, and further realization of cost synergies
- Interest expense and depreciation & amortization similar to the second quarter

Note: This presentation also contains certain forward-looking non-GAAP financial measures, including adjusted EBITDA. Due to the forward-looking nature of the aforementioned non-GAAP financial measure, management cannot reliably or reasonably predict certain of the necessary components of the most directly comparable forward-looking GAAP measures, such as net income. Accordingly, we are not able to present a quantitative reconciliation of such forward-looking non-GAAP financial measures to their most directly comparable forward-looking GAAP financial measures. Amounts excluded from these non-GAAP measures in the future could be significant.

Soma Somasundaram

President and Chief Executive Officer

Our International Organic Growth Pathways

ChampionX Strategic Priorities

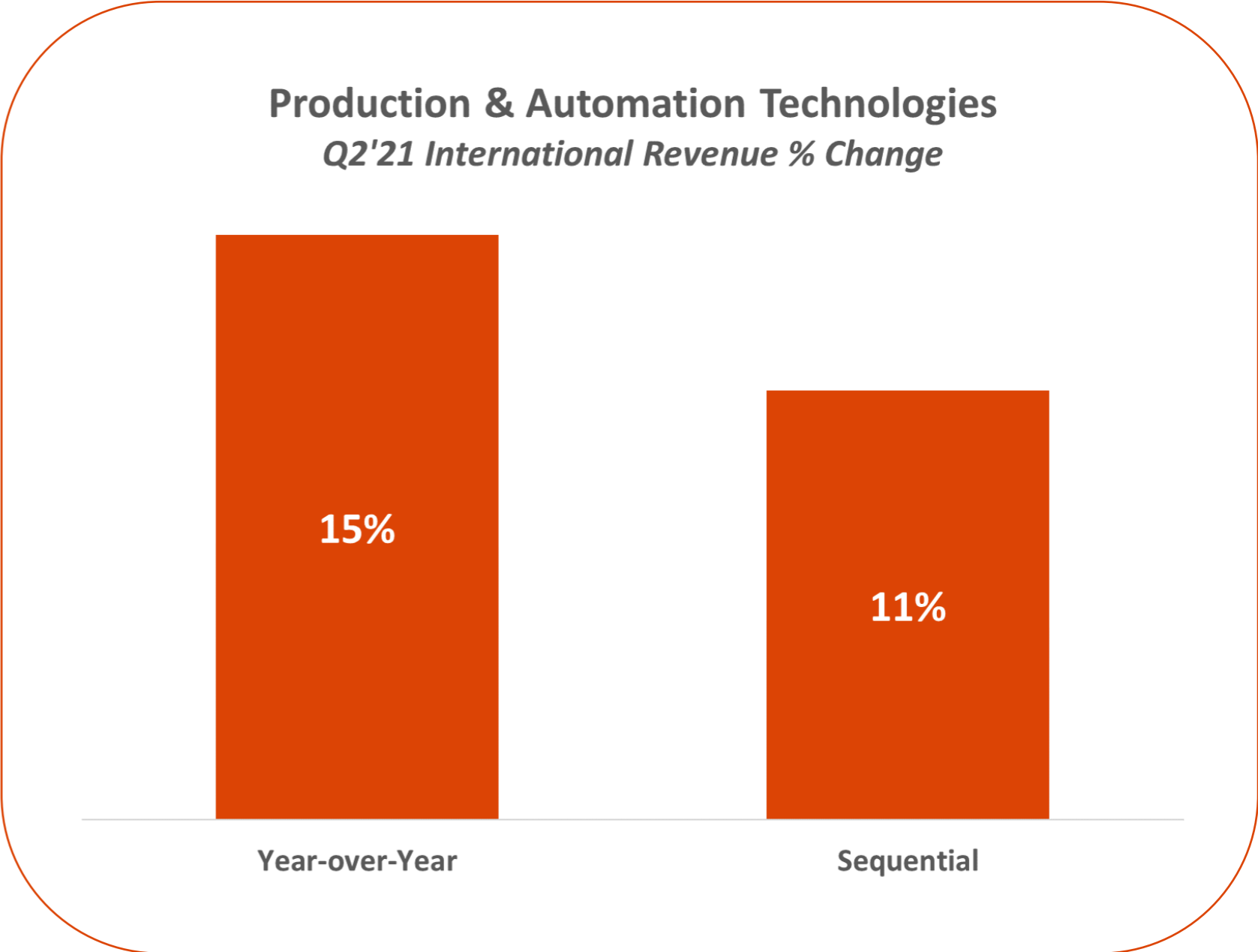
Realize Better Together Potential

Accelerate Digital & Digitally-enabled Revenue Streams

Leverage Global Footprint to Expand International Sales

Build Enterprise-wide Continuous Improvement Rigor

Evolve Portfolio for Sustained Growth



Appendix

Drilling Technologies – Polycrystalline Diamond Cutter De-stocking and Re-stocking Cycles

