



# ChampionX to Acquire RMSpumpTools Limited

March 22, 2024

## **Forward-Looking Statements**

This investor presentation 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, and the projected revenue and adjusted EBITDA of RMSpumptools. Forward-looking statements are subject to various assumptions by the Company, and 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, 2023, 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 contains projected adjusted EBITDA for RMSpumptools. Adjusted EBITDA is a non-GAAP financial measure. ChampionX has not provided projected net income for RMSpumptools, the most directly comparable GAAP measure, or a reconciliation of projected adjusted EBITDA. Management cannot predict with a reasonable degree of accuracy certain of the necessary components of net income for RMSpumptools, such as depreciation and amortization expense. As such, a reconciliation of projected adjusted EBITDA to projected net income of RMSpumptools is not available without unreasonable effort. The actual amount of one-time expenses associated with the proposed acquisition of RMSpumptools and its separation from James Fisher and Sons plc, and other amounts to be excluded from projected adjusted EBITDA, could have a significant impact on net income for RMSpumptools.

# RMSpumptools Limited

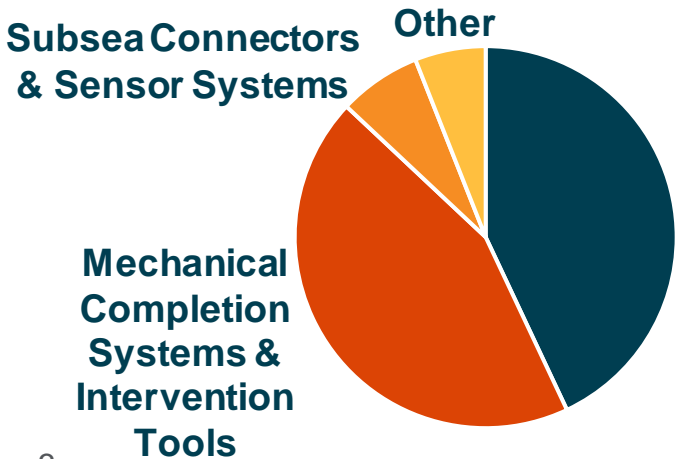
A leading manufacturer of electrical submersible pump completion tools



- 40+ years of experience as established technology leader for challenging electrical submersible pumps (ESP) applications
- Highly-engineered electrical and mechanical product solutions designed to integrate seamlessly with full range of ESP operations
- Experiencing double-digit growth driven by strong presence in international & offshore markets
- Complementary RMSpumptools portfolio aligns seamlessly with ChampionX's existing offerings, with minimal overlap
- RMSpumptools' 25%+ adjusted EBITDA margin is accretive to ChampionX, and its low capital intensity is consistent with ChampionX's portfolio profile

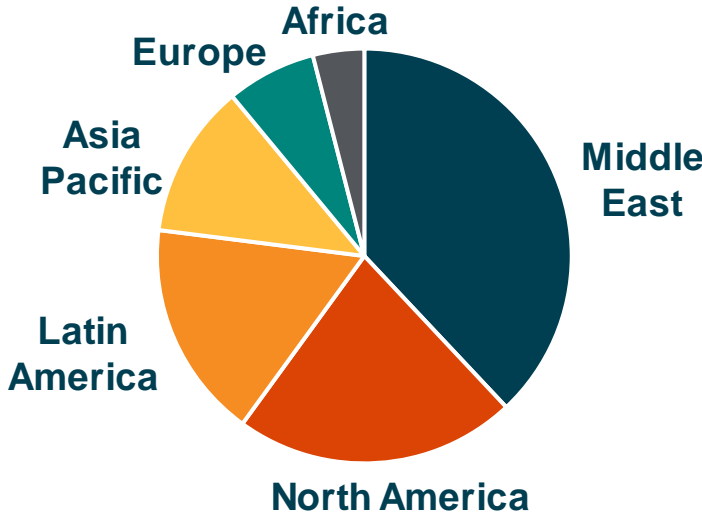
**Anticipated 2024**  
**Revenues \$65MM**  
**Adjusted EBITDA \$18MM**

Product Mix<sup>1</sup>

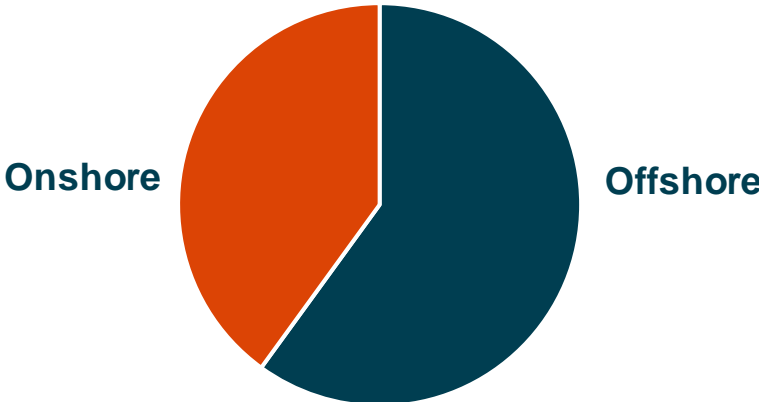


Electrical Penetrators & Connector Systems

Geographic Mix<sup>1</sup>



Offshore/Onshore Mix<sup>1</sup>



1. Based on 2023 revenue.