



May 1, 2025

# **Annual General Meeting of Shareholders**



# **Meeting Agenda**



- Consolidated financial statements and the report of the auditors for the year ended December 31, 2024
- Election of directors
- Appointment of Auditors
- Non-binding "say on pay" advisory vote
- Other business



### **Board of Directors**



Marcel Kessler\*
Non-Executive Chair
Joined Pason Board in 2012



**Sophia Langlois**Chair, Corporate Governance and Nomination Committee

Joined Pason Board in 2024



**James Bowzer**Director
Joined Pason Board in 2024



**Ken Mullen**Chair, Audit Committee
Joined Pason Board in 2023



Jon Faber\*
President & Chief Executive Officer
Joined Pason Board in 2020



Laura Schwinn
Lead Director and Chair, Human
Resources and Compensation Committee
Joined Pason Board in 2019

<sup>\*</sup> Denotes Non-Independent Directors



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# **Corporate Update**

Technology • Deployed • Simply



# **Forward-Looking Statements**

This presentation contains "forward-looking statements" and/or "forward-looking information" under applicable securities laws (collectively referred to as "forward-looking statements"). All statements other than statements of historical facts contained in this presentation, including statements regarding Pason System Inc.'s ("Pason" or the "Company") future results of operations and financial position, financial targets, business strategy, plans and objectives for future operations, are forward-looking statements. These forward-looking statements reflect the current views of Pason with respect to future events and operating performance as of the date of this document. These forward-looking statements are subject to known and unknown risks, uncertainties, assumptions, and other factors, including those described under the heading "Risk and Uncertainty" in the Company's filings with Canadian securities regulators, that could cause actual results to be materially different from results that are expressed or implied by such forward-looking statements.

You should not rely upon forward-looking statements as predictions of future events. Although the Company believes the expectations reflected in the forward-looking statements are reasonable, the Company cannot guarantee that the future results, levels of activity, performance or events and circumstances reflected in the forward-looking statements will be achieved or occur. Moreover, neither the Company nor any other person assumes responsibility for the accuracy and completeness of the forward-looking statements. Except to the extent required by applicable law, the Company assumes no obligation to publicly update or revise any forward-looking statements made in this document or otherwise after the date of this presentation, whether as a result of new information, future events or otherwise.

The Company's filings with the Canadian securities regulatory authorities may be accessed through the SEDAR website (<a href="www.sedar.com">www.sedar.com</a>) or through Pason's website (<a href="www.pason.com">www.pason.com</a>).



### **Overview of Pason**

INNOVATIVE

Leading global provider of end-to-end data solutions for well construction
40+ years of distinctive technology, support and service capabilities
High barriers to entry driven by scope of technology, service intensity and required scale

Strong cash-generating capability with high operating margins and low capital intensity Consistent delivery of returns on invested capital and cash returned to shareholders Prudent capital structure and no interest-bearing debt

Significant operating leverage to generate additional profits through industry recovery

Well-positioned for growth in drilling, completions, and solar and energy storage markets



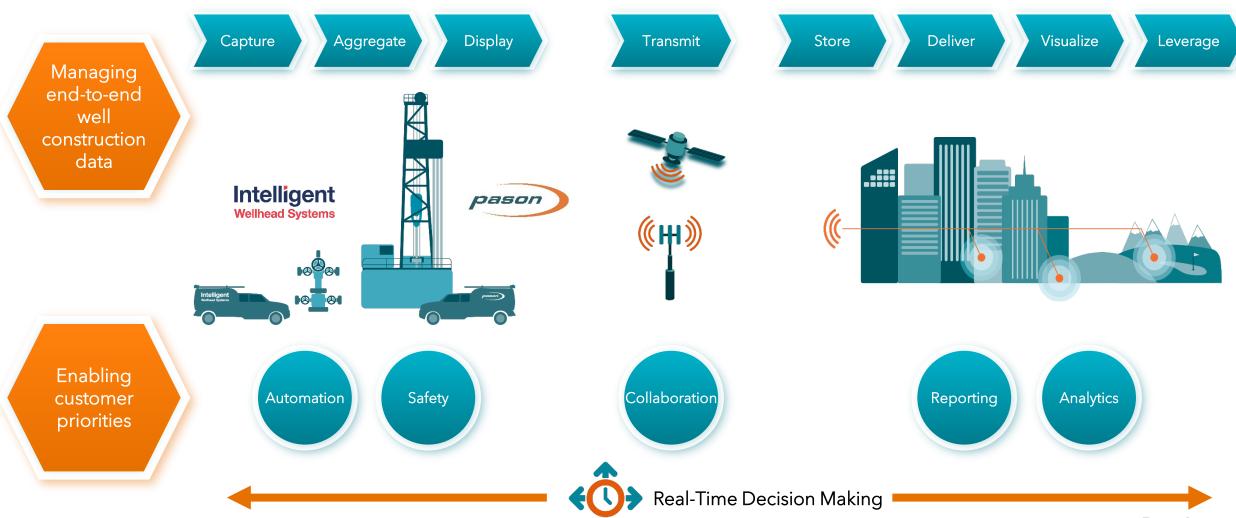
Unique employee driven culture with strong health & safety performance Strong corporate governance practices

Ongoing commitment to making contributions to the communities in which the company operates





### **The Data Behind Well Construction**







# The Intelligence Layer in the Solar + Energy Storage Industry



**4**0

Review energy costs and rate switch scenarios



Analyze incentives



Incorporate PV generation



Create a proforma cash flow model







Grid services revenue



Electric bill savings



Solar self-consumption



Manual and scheduled dispatch



Measure and verify savings



Real-time system performance



Compliance reporting



Warranty reporting

Real-time advisory





# **Key Messages**

- Success built on a committed **leadership team**, an engaging **culture** and a focused **strategy**
- 2 Strong growth prospects are not reliant on higher levels of North American land drilling activity
- 3 Expectations of a less volatile industry environment over time
- Favourable industry trends support meaningful growth opportunities in each operating segment
- 5 Proven financial strength and superior profitability



# **Strong and Committed Management Team**



Jon Faber\*
President & Chief Executive
Officer
11 years with Pason



**Celine Boston**Chief Financial Officer
4 years with Pason



**Kevin Boston** VP, Commercial 14 years with Pason



Craig Bye
VP, R&D - Cloud Platforms &
Applications
18 years with Pason



Natalie Fenez
VP, Legal & Corporate
Secretary
7 years with Pason



**John Gurski**President, Energy Toolbase
6 years with Pason



**Heather Hantos**VP, Human Resources
13 years with Pason



**Bryce McLean** VP, Operations 14 years with Pason



**Lars Olesen**VP, Product & Technology
25 years with Pason



**Russell Smith** VP, International 14 years with Pason



**Ryan van Beurden** VP, Rigsite Research & Development 23 years with Pason



# **Unique and Engaging Culture**

#### WORK



#### **COMMUNITY**



#### **PLAY**





# **Focused Data Backbone Strategy**

# DELIVERING DATA THAT DRIVES DECISIONS

#### **REQUIRED CAPABILITIES**

End-to end data management

Simple, reliable secure handling of high-quality data

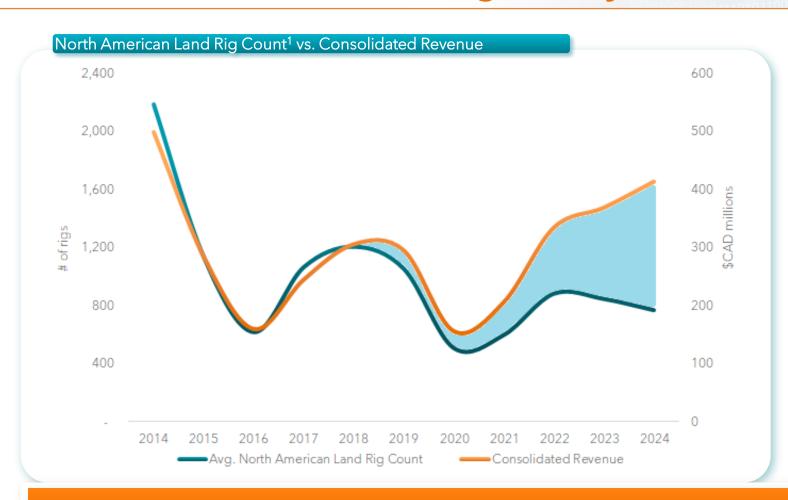
Ability to integrate with a broad range of end-stage tools and systems

Compelling automation solutions in areas of specialized knowledge

Best-in-class field service and remote support organization

# Strong growth prospects are not reliant on higher levels of North American land drilling activity





### GROWTH DRIVERS BEYOND INCREASED NORTH AMERICAN LAND DRILLING ACTIVITY

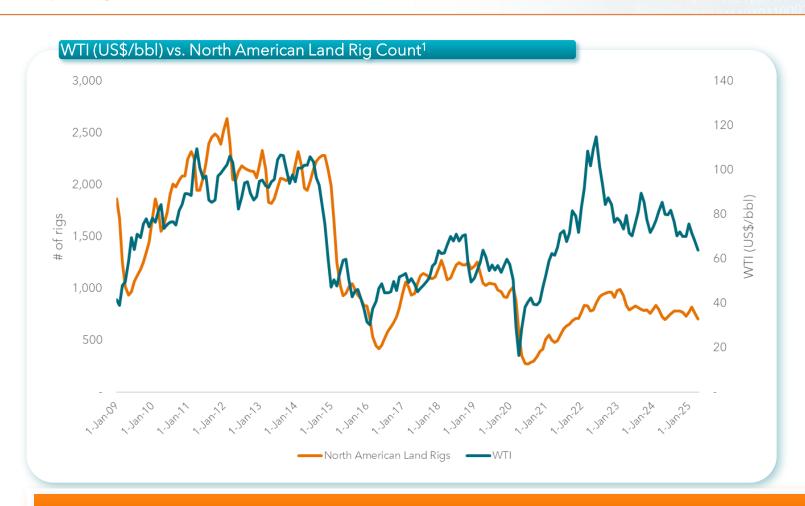
- Increased Revenue per Industry Day in North America, driven by growing use of data-driven technologies (automation and analytics)
- International Drilling revenue growth, driven by increased adoption of more advanced drilling technologies
- Increased revenue from Intelligent Wellhead
   Systems, driven by increased use of technology in completions market
- Revenue growth from Energy Toolbase, driven by growing demand for energy storage solutions

Pason consistently demonstrates our ability to outpace underlying drilling activity

1. Source: Baker Hughes Page 14

# **Expectations of a less volatile industry environment over time**





### FACTORS RESULTING IN LOWER VOLATILTY

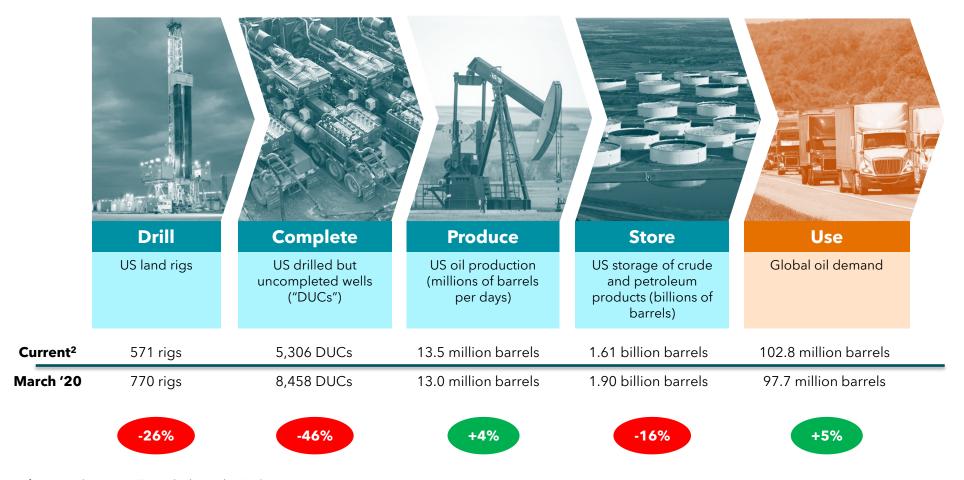
- Smaller number of larger, well-capitalized operators with strong balance sheets
- Capital discipline and return of capital frameworks among E&P companies
- Limited access to equity financing capital for E&P companies to fund production growth
- Majority of current activity directed at supporting current production levels rather than growth
- Drawdown of inventory of Drilled but Uncompleted wells (DUCs)
- US storage inventory of crude and petroleum products at low end of their 20-year range

Since 2020, North American land drilling activity has become less volatile than the WTI oil price

1. Source: Baker Hughes Page 15



# **Summary of Key Industry Metrics**



Sources: Energy Information Administration (EIA) and Baker Hughes Rig Count.

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# Favourable industry trends support meaningful growth opportunities in each operating segment





Increasing use of data-driven technologies (including artificial intelligence, machine learning and big data) for automation and analytics

Focus on repeatability and wellbore placement

Long term drilling activity based on global energy supply/demand



Adoption and use of technology in oil & gas completions

Complexity of completions operations

Long term completions activity based on global energy supply/demand



Demand for renewable energy as an important part of total energy supply mix

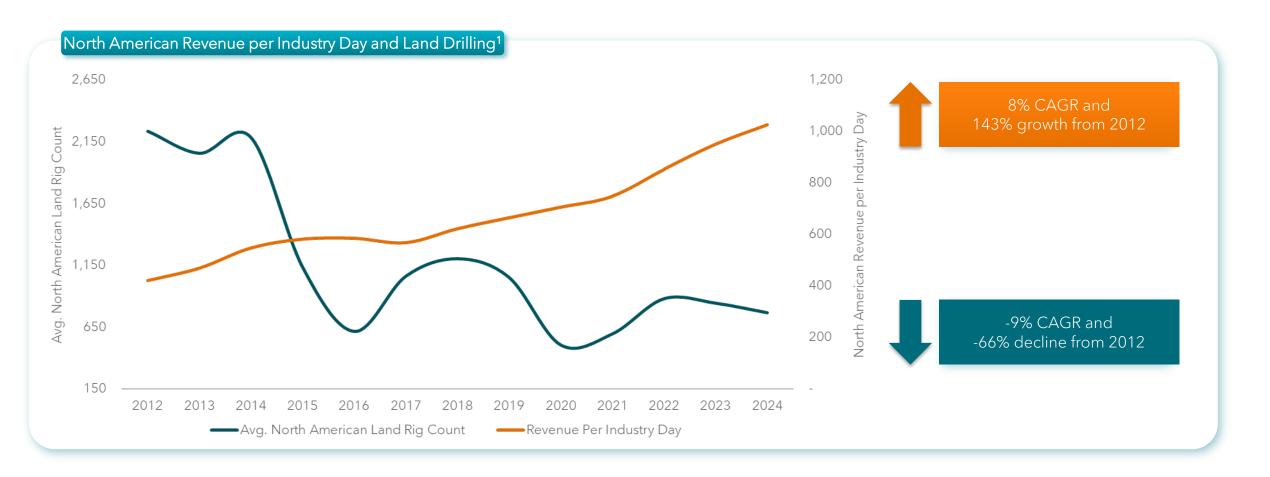
Use of energy storage assets to address structural intermittency of renewable energy sources

Efforts to optimize performance of installed energy storage assets

<sup>1.</sup> Pason currently owns 80% of Energy Toolbase (ETB), and consolidates its financial results with a non-controlling interest recorded for the 20% held by other shareholders. The 20% shareholders have a put option to sell their holdings to Pason for cash, exercisable at their discretion.

# Revenue per Industry Day has grown steadily over time, through various industry cycles





2. Source: Baker Hughes Rig Count.

<sup>1.</sup> Revenue per Industry Day is defined as the total revenue generated from the North American Drilling segment over all active drilling rig days in the North American market. Drilling rig days are calculated by using accepted industry sources.

# Recent growth in Revenue per Industry Day has been largely driven by increasing use of technology





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### Revenue per Industry Day since 2019



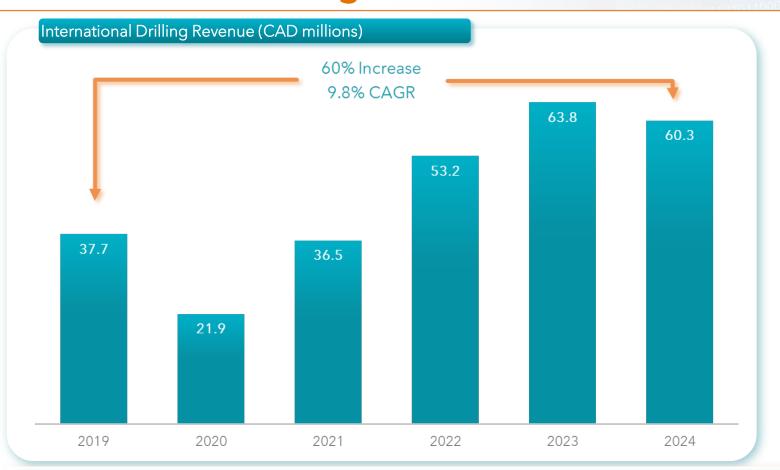
#### **DRIVERS OF FUTURE GROWTH**

- Growing demand for data (automation and analytics)
- Seamless integration with 3<sup>rd</sup> party / customer cloud analytics platforms
- New and advanced technologies (e.g. mud analyzer, automation software)

Growth in Revenue per Industry Day has accelerated with greater usage of data-driven technology in drilling



# **International Drilling Revenue Since 2019**



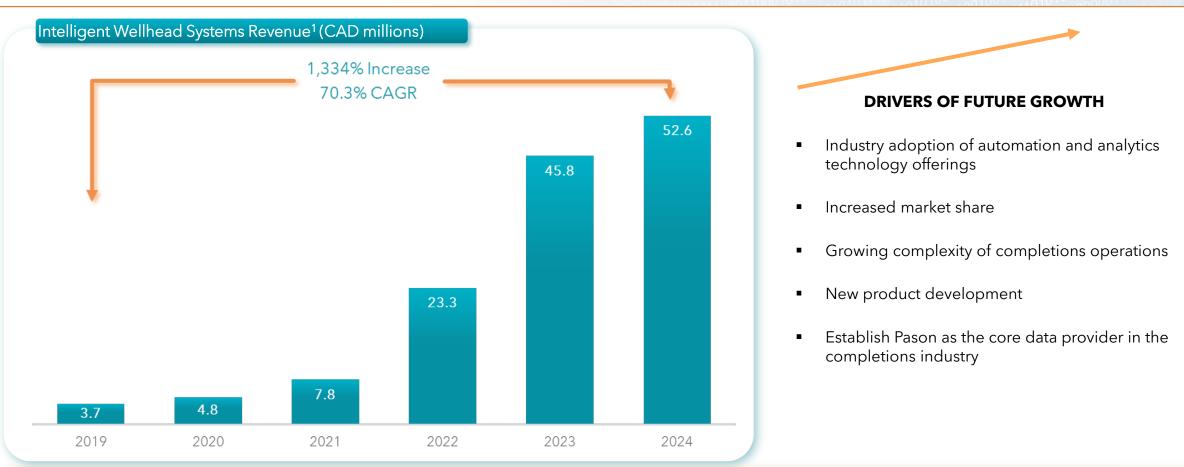
#### **DRIVERS OF FUTURE GROWTH**

- Global unconventional resource exploration and development
- Rig fleet additions and upgrades
- Increasing demand for, and priority placed on, fast, reliable and complete data

Growing demand for data is driving higher levels of revenue at increasingly attractive margins across Pason's international business



# **Intelligent Wellhead Systems Revenue Since 2019**

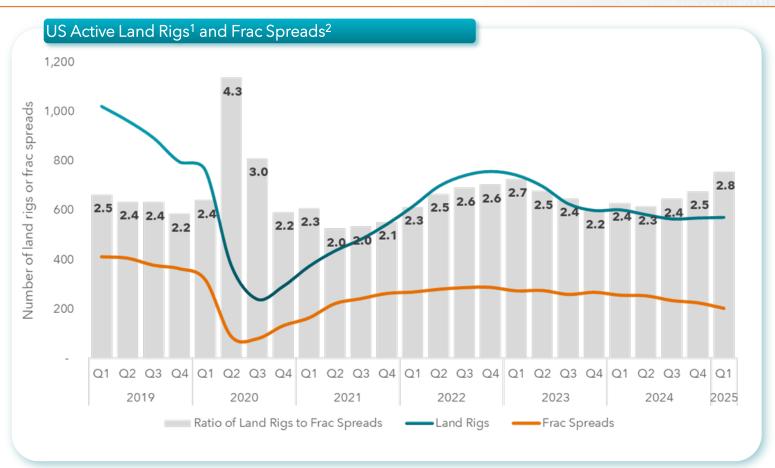


Increasing use of automation technologies in the completions industry has propelled IWS's revenue growth

<sup>1.</sup> Pason began consolidating IWS' financial results on January 1, 2024 subsequent to the IWS Acquisition. Prior to this, Pason accounted for its non-controlling interest in IWS as an equity investment.



# Significant Addressable Market in Completions





IWS' daily revenue is more than 3x Pason's in a market that has a little more than one-third of the number of active sites as the drilling market

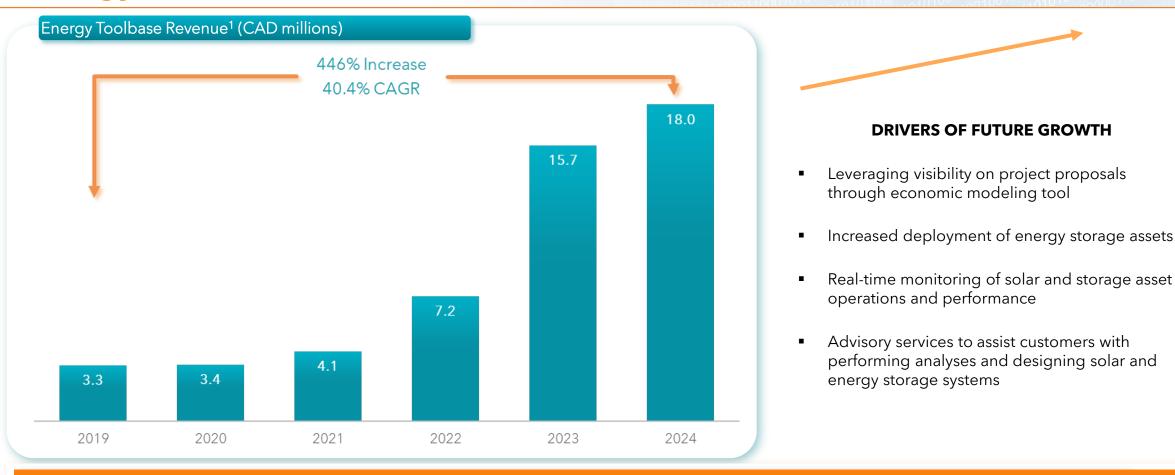
<sup>1.</sup> Source: Baker Hughes

Source: Primary Vision

<sup>3.</sup> Revenue per IWS Day is defined as the total revenue generated by the Completions segment over all IWS active days during the reporting period. IWS active days are calculated by using IWS Active Jobs in the reporting period. Revenue per Industry Day is defined as the total revenue generated from the North American Drilling segment over all active drilling rig days in the North American market. Drilling rig days are calculated by using accepted industry sources.



# **Energy Toolbase Revenue Since 2019**



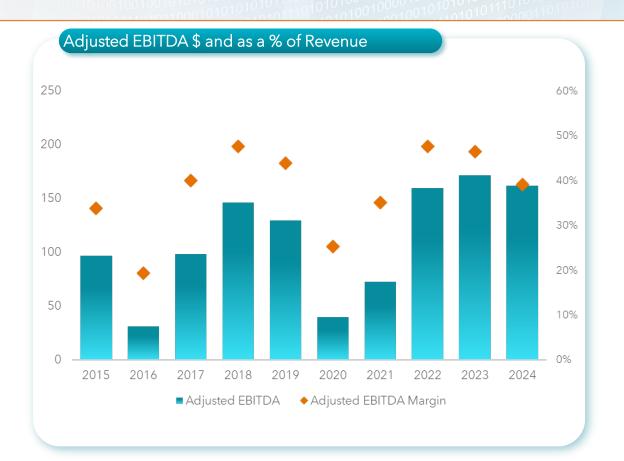
Energy Toolbase is well positioned to benefit from growing demand for renewable energy and energy storage

<sup>1.</sup> Pason began consolidating ETB's financial results on September 10, 2019 subsequent to the acquisition of 80% of outstanding shares of ETB.



# **Revenue and Adjusted EBITDA**

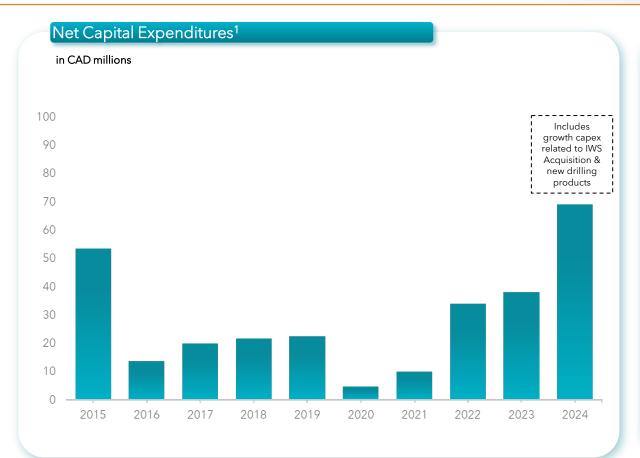


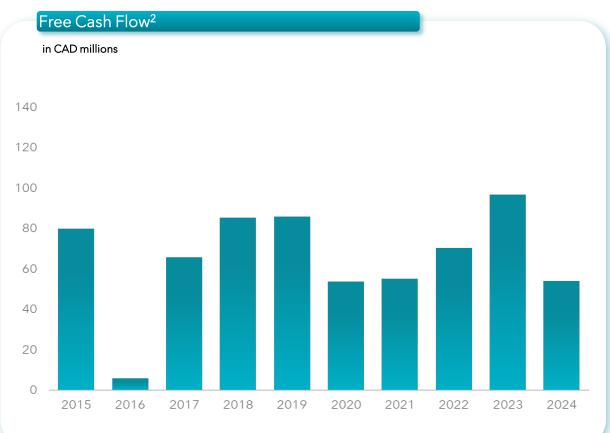


Attractive Adjusted EBITDA margins on lower industry activity and increasing revenue levels from earlier stage segments



# **Disciplined Approach to Invested Capital**





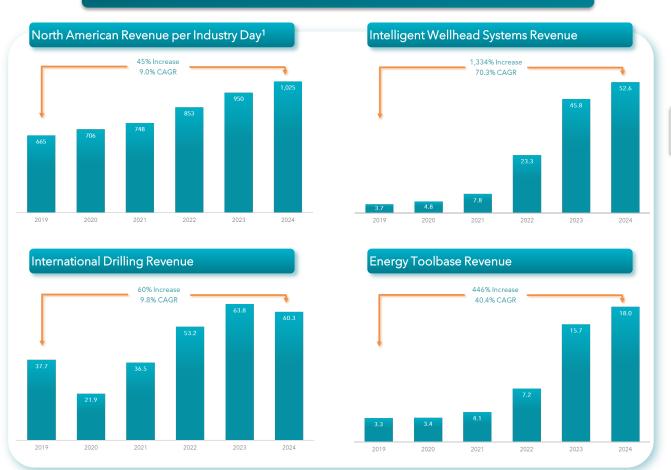
#### Strategic investments in high return capital expenditures drive long term free cash flow growth

<sup>1.</sup> Net Capital Expenditures includes additions to property, plant, and equipment and development costs, net of proceeds on disposal from Pason's Consolidated Statement of Cash Flows
2. Refer to Non-GAAP measures on page 34 of this presentation.



# Well Positioned for Meaningful Revenue Growth

#### Significant Momentum with Revenue Growth Opportunities...



#### Coupled with...

- Largely fixed cost base with high operating leverage
- Stable capital intensity with targeted growthrelated investments



#### Resulting in...

Increased profitability and free cash flow over time





#### **Preserve Balance Sheet Strength**

- Managing end market cyclicality with operating leverage
- Ability to pursue attractive growth opportunities and opportunistic share repurchases

#### **Disciplined and Sustainable Shareholder Returns**

- Exposure to steady growth in the quarterly dividend
- Current quarterly dividend of \$0.52/share annualized Normal Course Issuer Bid in place since 2018, with 10%<sup>1</sup> of outstanding shares repurchased since that time

#### **Maintain Flexibility to Maximize Returns Over Time**

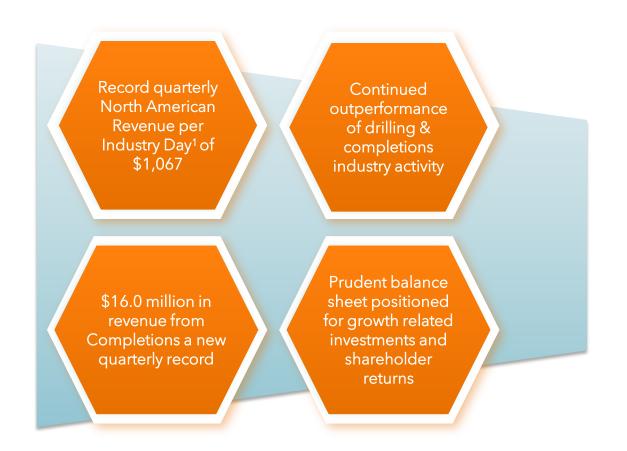
Share repurchases evaluated in the context of growth opportunities



Calculated based on shares outstanding as at December 31, 2017.



# First Quarter 2025 Highlights



**\$113 MILLION** IN REVENUE

**\$45 MILLION**ADJUSTED
EBITDA

**\$23 MILLION**FREE CASH
FLOW

**\$87M** IN TOTAL CASH WITH NO DEBT

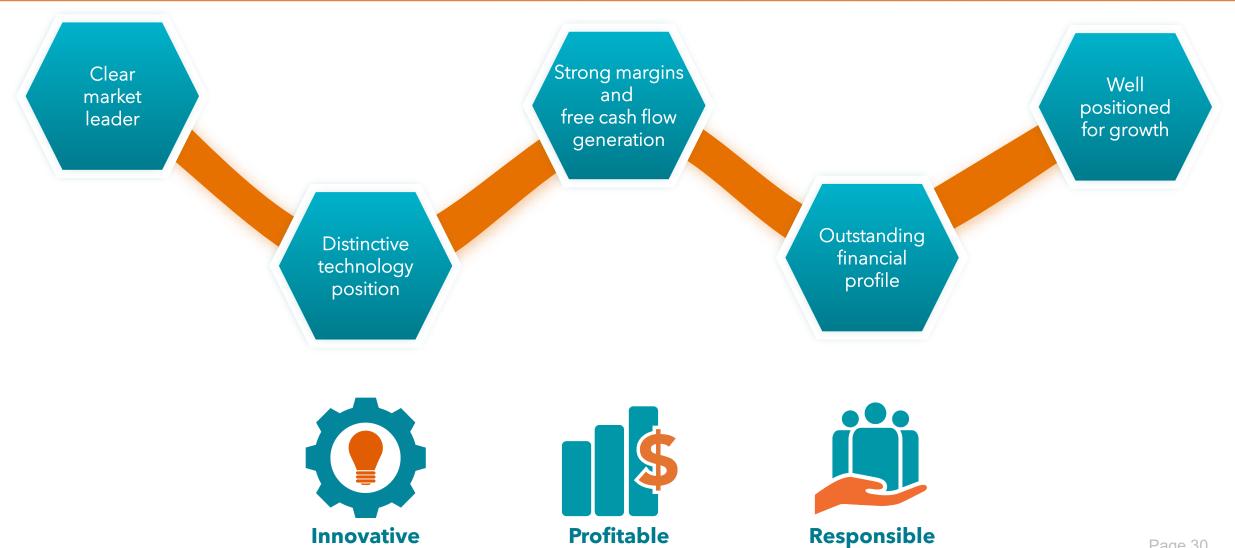
**\$16 MILLION**RETURNED TO SHAREHOLDERS

<sup>1.</sup> Revenue per Industry Day is defined as the total revenue generated from the North American Drilling segment over all active drilling rig days in the North American market. This metric provides a key measure of the North American Drilling segment's ability to evaluate and manage product adoption, pricing, and market share penetration. Drilling rig days are calculated by using accepted industry sources.





# **Value Proposition Summary**





# **Pason Systems**

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# **Appendix**



# **Historical Financial Information**

\$CAD 000s	2019	2020	2021	2022	2023	2024
Revenue	295,642	156,636	206,686	334,998	369,309	414,133
Adjusted EBITDA <sup>1</sup>	129,644	39,540	72,520	159,510	171,466	161,827
as a % of revenue	44%	25%	35%	48%	46%	39%
Investments in R&D and IT <sup>2</sup>	32,164	27,468	32,903	38,066	42,348	56,626
as a % of revenue	11%	18%	16%	11%	11%	14%
Funds flow from operations	111,718	40,560	67,728	134,885	154,472	131,133
Cash from operating activities	108,547	58,583	65,061	104,414	135,033	123,190
Net Capital expenditures <sup>3</sup>	22,593	4,719	9,950	33,941	38,002	69,126
Free Cash Flow <sup>1</sup>	85,954	53,864	55,111	70,473	97,031	54,064
Dividends paid	63,100	40,420	16,567	29,473	38,535	41,362
Share repurchases	24,040	9,478	8,432	13,786	27,939	9,997
Total Cash ⁴	161,016	149,282	158,283	172,434	171,773	80,778
Working capital	183,769	167,366	184,083	213,899	212,561	120,583
Total interest bearing debt	-	- -	- -	- -	-	-

<sup>1.</sup> As defined in the following slide 'Non-GAAP Reconciliation'

<sup>2.</sup> Includes both expensed and deferred development costs. Adjusted EBITDA includes the impact of expensed R&D and IT costs

<sup>3.</sup> Includes additions to property, plant, and equipment and development costs, net of proceeds on disposal from Pason's Consolidated Statement of Cash Flows

Total Cash is defined as total cash and cash equivalents and short-term investments from Pason's Consolidated Balance Sheets

<sup>5. 2024</sup> financial information includes results generated by the Completions segment, which were not part of the Company's consolidated reporting group until January 1, 2024 following the IWS Acquisition.



# **Non-GAAP Reconciliation**

\$CAD 000s	2019	2020	2021	2022	2023	2024
Net income (loss)	53,803	5,134	31,925	105,726	95,827	119,709
Add:						
Income taxes	20,193	4,864	11,738	33,405	34,346	23,657
Depreciation and amortization	40,830	34,417	25,689	20,842	27,216	52,179
Stock-based compensation	10,840	4,840	11,523	15,230	11,718	10,898
Net interest (income) expense	(903)	(867)	1,526	(4,937)	(14,394)	(2,954)
EBITDA	124,763	48,388	82,401	170,266	154,713	203,489
Add:						
Foreign exchange (gain) loss	2,199	1,113	(2,011)	(2,024)	16,758	3,841
Derecognition of onerous lease	4,289	(5,757)	-	-	_	-
Government wage assistance	-	(9,941)	(8,208)	_	-	-
Reorganization costs	-	5,554	-	-	-	-
Net monetary gain	(2,887)	(1,874)	(496)	(1,849)	(2,832)	-
Put option revaluation	-	-	381	(5,815)	(149)	(1,413)
Gain on previously held equity	-	-	-	-	-	(50,830)
Other	1,280	2,057	453	(1,068)	2,976	6,740
Adjusted EBITDA	129,644	39,540	72,520	159,510	171,466	161,827
Free Cash Flow						
Cash from operating activities	108,547	58,583	65,061	104,414	135,033	123,190
Less:	, -	<b>,</b>	,	,	,	•
Net additions to property, plant, & equipment	(20,868)	(4,228)	(9,267)	(33,448)	(36,901)	(63,680)
Deferred development costs	(1,725)	(491)	(683)	(493)	(1,101)	(5,446)
Free Cash Flow	85,954	53,864	55,111	70,473	97,031	54,064