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Second Quarter 2025 Earnings Presentation

August 6, 2025

Forward-Looking Statements

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Certain statements set forth in this presentation constitute forward-looking statements (within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934) regarding Flotek Industries, Inc.'s business, financial condition, results of operations and prospects. Words such as will, continue, expects, anticipates, intends, plans, believes, seeks, estimates and similar expressions or variations of such words are intended to identify forward-looking statements, but are not the exclusive means of identifying forward-looking statements in this presentation. Although forward-looking statements in this presentation reflect the good faith judgment of management, such statements can only be based on facts and factors currently known to management. Consequently, forward-looking statements are inherently subject to risks and uncertainties, and actual results and outcomes may differ materially from the results and outcomes discussed in the forward-looking statements. Further information about the risks and uncertainties that may impact the Company are set forth in the Company's most recent filing with the Securities and Exchange Commission on Form 10-K and Form 10-Q (including, without limitation, in the "Risk Factors" section thereof), and in the Company's other SEC filings and publicly available documents. Readers are urged not to place undue reliance on these forward-looking statements, which speak only as of the date of this presentation. The Company undertakes no obligation to revise or update any forward-looking statements in order to reflect any event or circumstance that may arise after the date of this presentation.

This presentation includes certain non-GAAP measures. Please refer to the reconciliations provided in the earnings press release and the appendix in this presentation for the most comparable GAAP measure.

Flotek Industries

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CHEMISTRY AS THE COMMON VALUE CREATION PLATFORM

11 Consecutive Quarters of Improved Adj. EBITDA*	**Value Creation through Chemistry & Data**	**Data Analytics Technology with High ROI**
Long-term Contracts Insulate Market Risk	**Growing High-Margin Data Analytics Backlog**	**Outstanding HS&E Record**

* *Adjusted EBITDA is a non-GAAP measure. See the Appendix in this presentation for a reconciliation to the most comparable GAAP measure*

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Continued Quarter Over Quarter Growth

189% GROWTH IN HIGH MARGIN DATA ANALYTICS REVENUES

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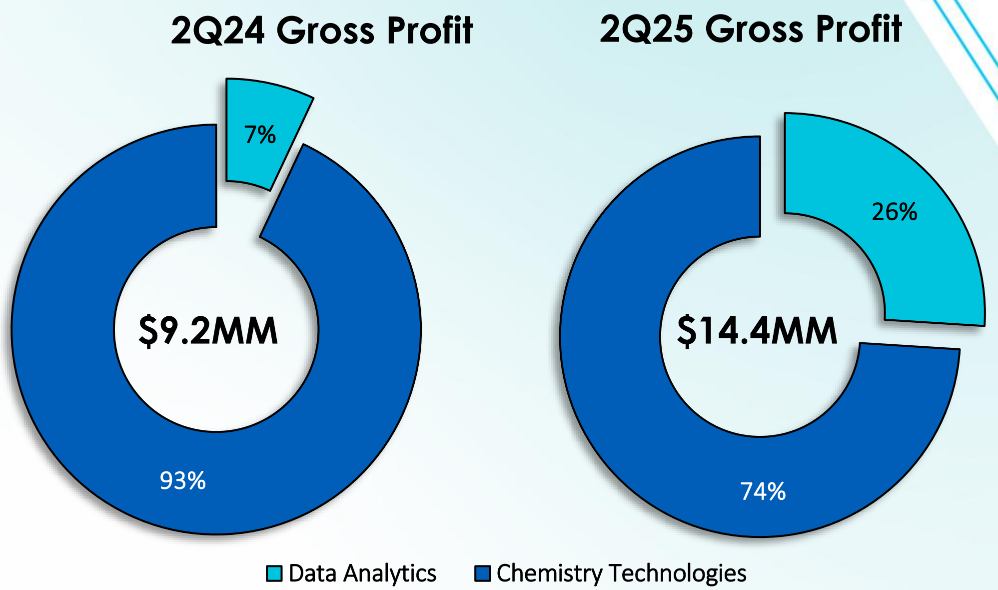
Chemistry Technologies

Sustainable chemistry solutions to maximize customer's value chain while minimizing their environmental impact

Data Analytics

Transforming business through real-time data, monitoring and process control across the energy value chain utilizing proprietary technologies



FLOTEK INDUSTRIES PROFILE:

Founded:	1985
Employees:	152
Headquarters:	Houston
Patents:	>130

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Flotek 2Q25 Highlights

6TH CONSECUTIVE QUARTER OF GROWTH IN REVENUE, GROSS PROFIT AND ADJ. EBITDA*

In $MM	2Q25	2Q24	% Change
Revenue	$ 58.4	$ 46.2	26%
Gross Profit	$ 14.4	$ 9.2	57%
Net Income	$ 1.8	$ 2.0	(10%)
Adj. Net Income**	$ 6.0	$ 2.0	202%
Adj. EBITDA*	$ 9.5	$ 4.4	113%
Diluted EPS	$ 0.05	$ 0.06	(17%)
Adj. Diluted EPS**	$ 0.16	$ 0.06	167%

- 189% increase in Data Analytics revenue compared to 2Q24
- 38% growth in 2Q25 external chemistry revenue compared to 2Q24
- Gross margin up 480 basis points and Adj. EBITDA* % up 660 basis points from 2Q24
- Net Income was impacted by $4.2MM of non-recurring professional fees related to April Asset Acquisition

* Adjusted EBITDA is a non-GAAP measure. See the Appendix in this presentation for a reconciliation to the most comparable GAAP measure
** Adjusted net income and adjusted diluted earnings per share are non-GAAP financial measures; please see the appendix in this presentation for a reconciliation of net income to adjusted net income

Financial Momentum Driven By Strong Growth

11 CONSECUTIVE QUARTERS OF PROFITABILITY IMPROVEMENT

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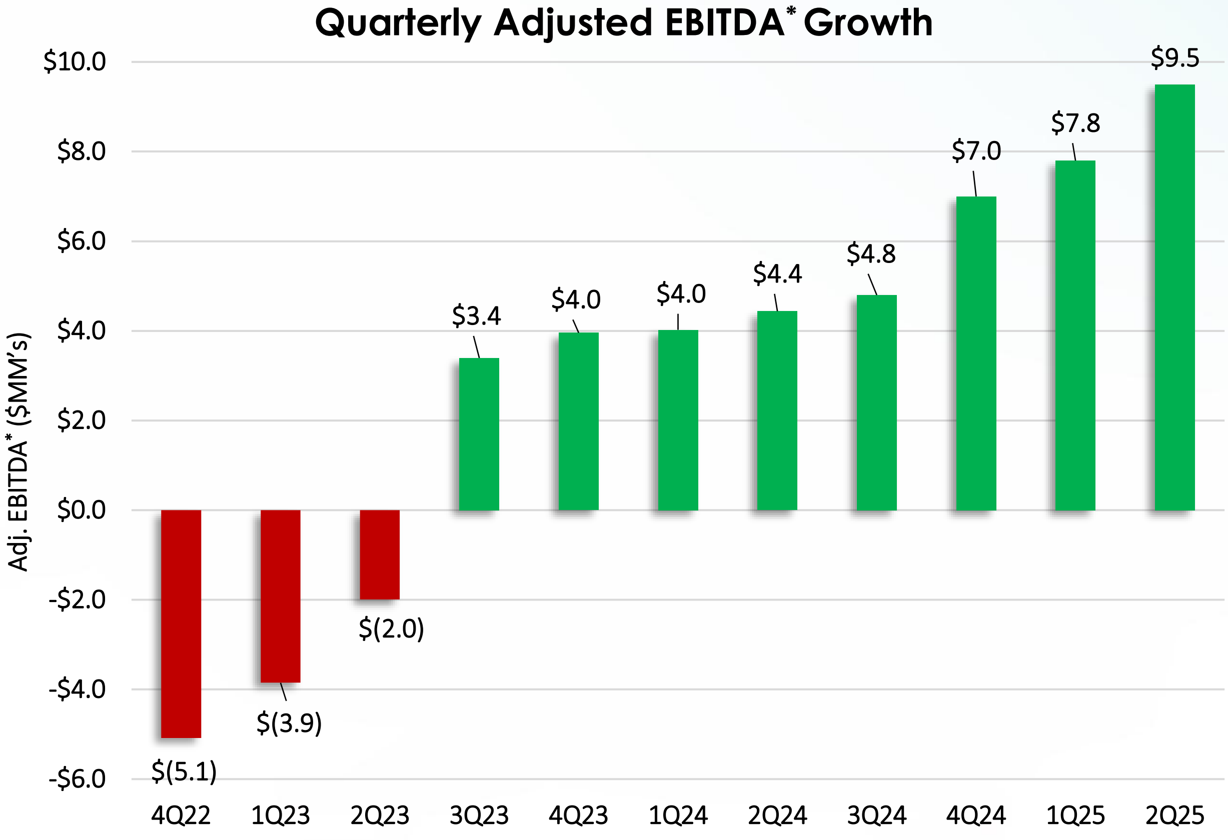

FY 2025 GUIDANCE

Metric	Guidance Range	Mid-Point vs. 2024
Total Revenue:	$200MM - $220MM	+12%
Adj. EBITDA**:	$34MM - $39MM	+80%

- 17% Adj. EBITDA** Margin (Mid-Point), up 600 basis points from 2024
- $36.5 million Adj. EBITDA** (Mid-Point) would represent the highest in more than decade

* Adjusted EBITDA is a non-GAAP measure. See the Appendix in this presentation for a reconciliation to the most comparable GAAP measure

*** A non-GAAP financial measure. See the "Unaudited Reconciliation of Non-GAAP Items and Non-Cash Items Impacting Earnings" section in the appendix for more information about this measure. We are unable to reconcile this forward-looking non-GAAP financial measure to the most directly comparable GAAP financial measure without unreasonable efforts, as we are unable to predict with a reasonable degree of certainty the impact of certain items that would be expected to impact the GAAP financial measure, including, among other items, certain stock-based compensation costs, interest costs related to fluctuations in borrowings outstanding under the company's asset based loan and the impact of the revaluation of certain liabilities, which is based upon our future stock price. These items do not impact the non-GAAP financial measure.*

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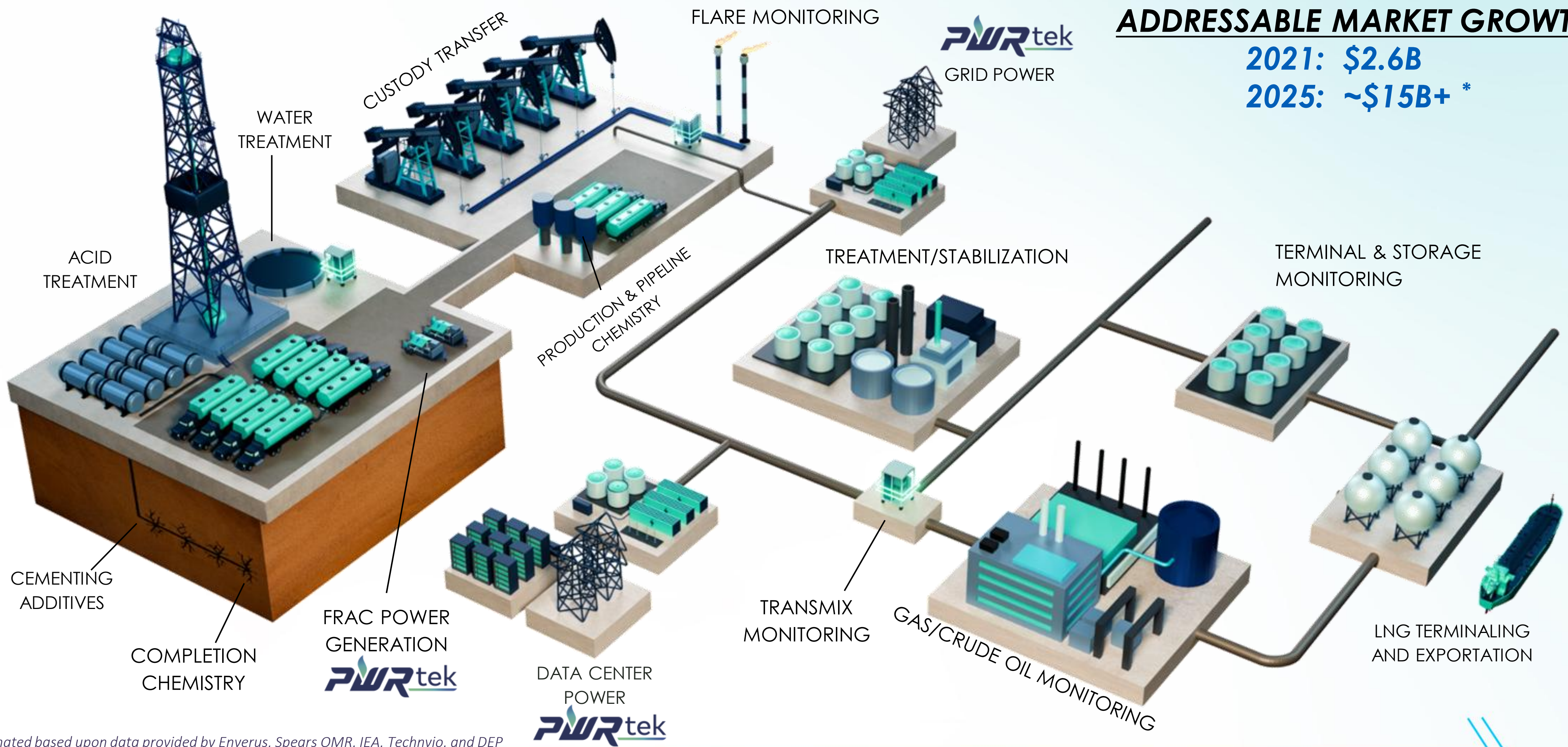
Innovation & Strategy Drive Market Growth

THE CONVERGENCE OF DATA AND CHEMISTRY SOLUTIONS



ADDRESSABLE MARKET GROWTH

2021: $2.6B

2025: ~$15B+ *

** Estimated based upon data provided by Enverus, Spears OMR, IEA, Technvio, and DEP*

Data Analytics: “Measure More Strategy”

UTILIZING TECHNOLOGIES FOR EXPANSION INTO NEW MARKETS

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Upstream

- **Power Services:** facilitate field gas utilization in powering mobile turbines and dual-fuel fleets
- **Custody Transfer:** improves accuracy of payments to royalty owners and operators
- **Flare Monitoring**: comply with EPA regulations and commercial non-regulatory applications

Midstream

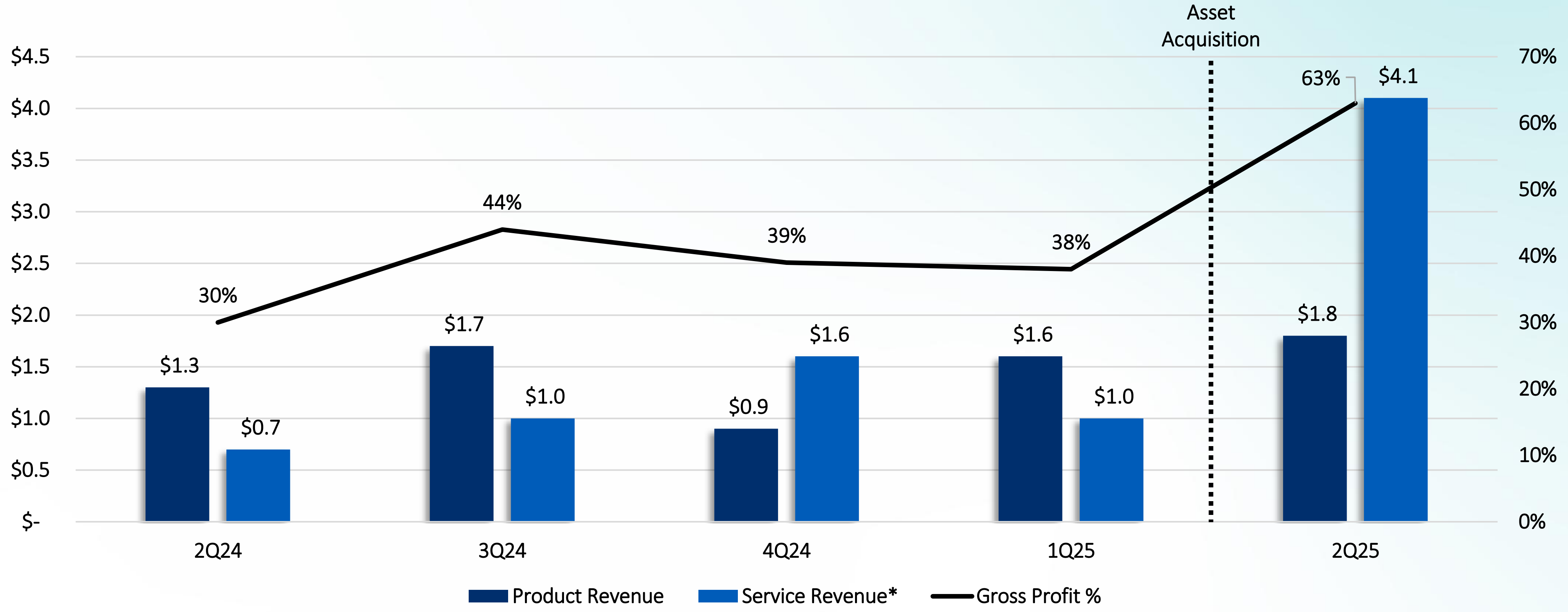
- **Gas/Oil processing** plant control and optimization
- **TransMix** Pipeline batch detection to optimize pipeline transfer processes
- **Vapor Pressure Monitoring** controls to achieve product specifications

Downstream

- **Process Controls:** to optimize distillation tower efficiency
- **Chemical Quality Measurements** in pipelines and terminals
- **Carbon Capture** measurement for carbon credits and reporting

Data Analytics High Margin Revenue Growth

SERVICE REVENUE* GREW 452% SINCE Q2 2024

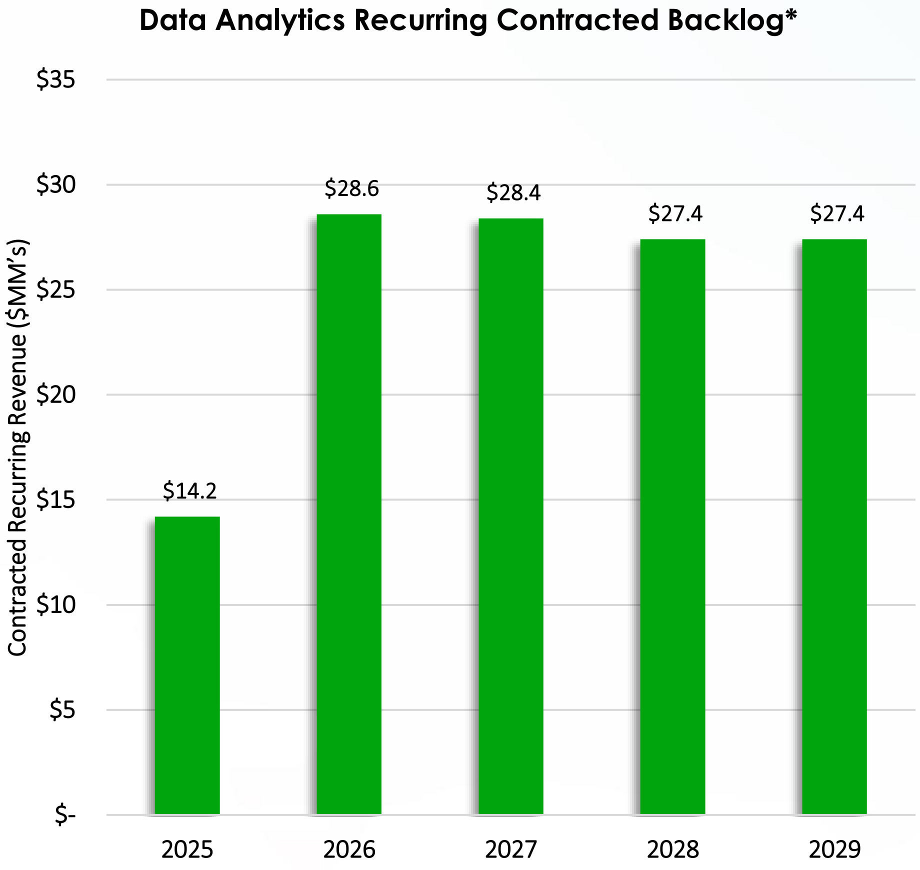


- April 2025: closed asset acquisition and formed PWRtek LLC
- Revenues from PWRtek™ expected to total $15mm in 2025 (up from original $14mm estimate)
- 2026 revenues attributable to PWRtek™ expected to exceed $27mm

**Service revenues include rental related revenues*

Data Analytics: Recurring Revenue Backlog

POWER SERVICES SIGNIFICANTLY IMPROVES ANNUAL REVENUE BACKLOG



- 2026 revenue backlog expected to exceed 2024 total segment revenues by 221%
- Power Services expected to generate $156MM** in high-margin backlog through 2031
- Custody Transfer services launched first revenue-generating Data-as-a-Service installations in Q2, boosting future growth opportunity

**Does not include actuals, non-recurring, and/or other forecasted revenues*

***July 1, 2025 through April 2031; assumes rental revenue in the 6th year is equal to the fixed rates of year 5 (year 6 subject to prevailing market rates)*

Data Analytics: Power Services Update

PWRTEK'S PATENTED TECHNOLOGY ENABLES SCALABLE, GRID-FREE ENERGY

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Newly Developed Smart Filtration Skid

PWRtek Digital Interface and Controls

- In April 2025 acquired 30 real-time gas monitoring and conditioning assets with 24 active at the end of June
- Secured a 6-year agreement with an estimated $156MM* in recurring revenue backlog
- 54% of total DA revenue at ~90% margin in 2Q25
- In July we commissioned 2 additional PWRtek™ assets
- Took delivery of newly developed Smart Filtration Skid focused on high-margin third-party market growth

**July 1, 2025 through April 2031; assumes rental revenue in the 6th year is equal to the fixed rates of year 5 (year 6 subject to prevailing market rates)*

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Data Analytics: Custody Transfer Update

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LARGE E&P PILOT PROGRAM IS ACTIVELY CONVERTING TO DAAS REVENUE GENERATION

XSPCT Analyzer Installed on customer location in the Permian Basin

- 9 custody transfer installations are now commercial, converted to recurring monthly revenue in 2Q 2025
- 6 additional pilot locations expected to convert to recurring monthly revenue in 3Q 2025
- Real-time XSPCT™ Analyzer has performed well, <1% variance vs. Process Gas Chromatograph samples
- Proactively streamlining manufacturing and supply chain capacity to meet future demand

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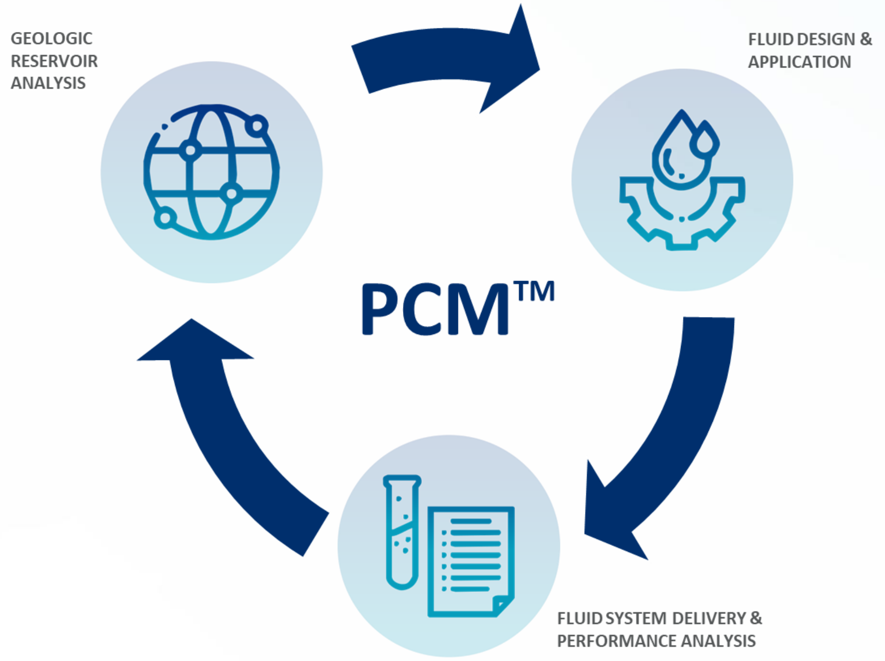
Chemistry Technologies: Competitive Advantage

DELIVERING THE BEST WELL PERFORMANCE IN INDUSTRY



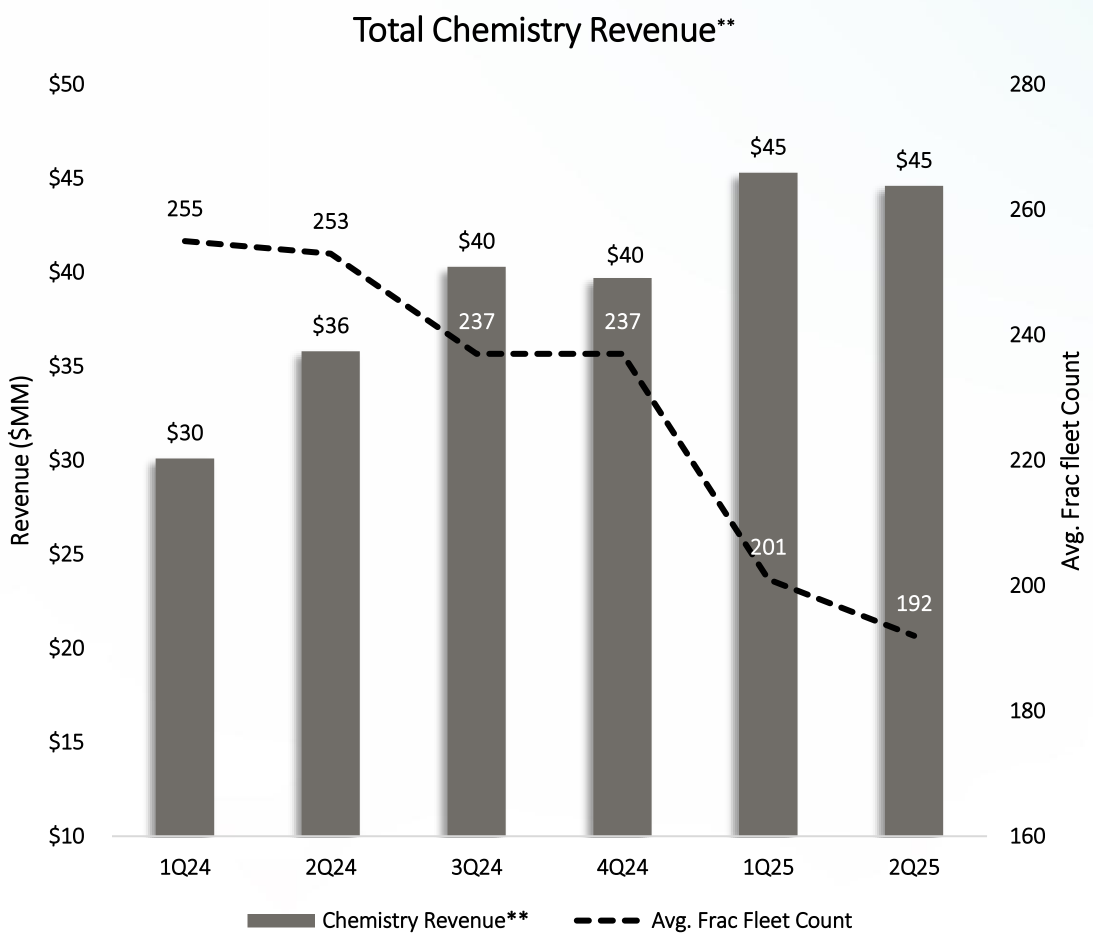
- **Prescriptive Chemistry Management** (PCM)™
  - **Proprietary** energy chemistry solutions
  - **Experienced** chemistry energy team
  - **Customized** solutions to each well's geology
- **AI Driven Analytics** from >20,000 wells
- **Real-Time Field Data to Enhance Performance**
- **Field Correlated Diagnostics**
- **+130 Patents**

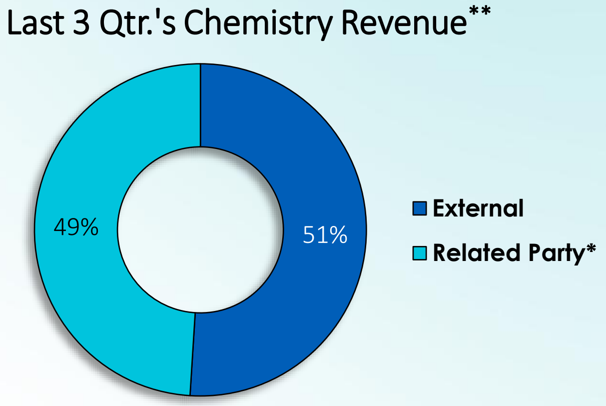
26% INCREASE IN PRODUCTION* PERFORMANCE VERSUS COMPETITION

** Data derived from 2019-2023 Enverus Prism Platform (1,878 Permian wells)*

Chemistry Growth in a Contracting Market

CHEMISTRY TECHNOLOGIES SEGMENT CONTINUES TO GAIN MARKET SHARE





- 38% growth in 2Q25 external chemistry vs. 2Q24
- 2Q25 international chemistry revenue: $3.9M, up 83% from 2Q24
- Chemistry market consolidation enhances Flotek's product portfolio
- Fleet counts on March 28th: 209 vs. June 27th : 179

**Related Party Chemistry Technology revenues exclude the order shortfall payment "OSP"*
***Chemistry Technology Revenue excludes Related Party order shortfall payment "OSP"*

Flotek Industries 2Q25 Summary

CHEMISTRY AS THE COMMON VALUE CREATION PLATFORM

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- ✓ Data Analytics grew YoY Revenue 189% and Gross Margin 110%
  - ✓ Custody Transfer Pilot has begun converting to revenue
  - ✓ Power services revenue carried ~90% Gross Margin
- ✓ External Chemistry Technologies grew YOY Revenue 38% in a slowing Oilfield market
- ✓ 6th consecutive quarter of improved revenue and gross profit
- ✓ 11th consecutive quarter of improved Adj. EBITDA*
- ✓ Proven safety culture and track record

* *Adjusted EBITDA is a non-GAAP measure. See the Appendix in this presentation for a reconciliation to the most comparable GAAP measure*

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Upcoming 2025 Events

SIGN UP NOW & COME JOIN US

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Enercom: The Energy Investment Conference
August 17-20th 2025
The Westin
Denver, CO

The Gateway Conference
September 3-4th 2025
Four Seasons Hotel
San Francisco, CA

Permian Power Connection Conference
September 29-30th 2025
Horseshoe Arena
Midland, TX

NYSE Technology Summit
October 14th, 2025
NY Stock Exchange
New York City, NY

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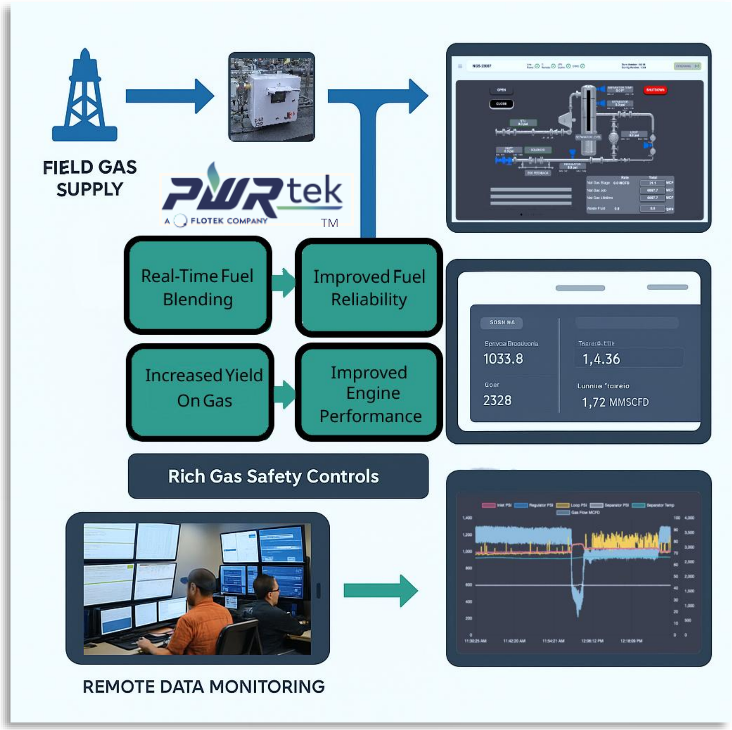
Data Analytics: Power Services

PWRTEK'S PATENTED TECHNOLOGY ENABLES SCALABLE, GRID-FREE ENERGY



- Optimizes flare gas as a cost-effective alternative to diesel or CNG
- Delivers accurate, real-time BTU monitoring for precise royalty reporting and payment
- Enhances safety and operational control through advanced warning and shutoff technology
- Extends the life of turbines and dual-fuel equipment through optimized fuel processing
- Enables mobile power generators to use unprocessed flare gas for remote and high-demand applications

Data Analytics: Custody Transfer Solution

INITIAL PENETRATION INTO SIGNIFICANT UPSTREAM APPLICATIONS

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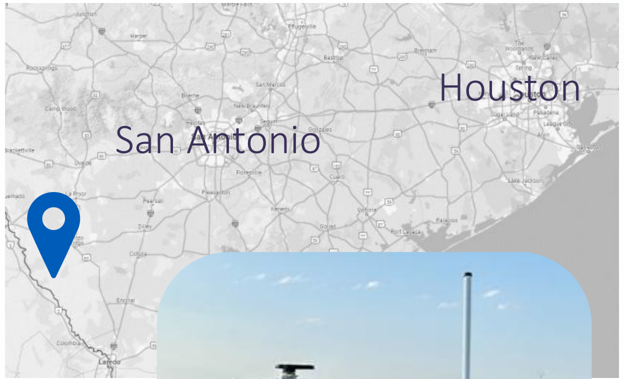
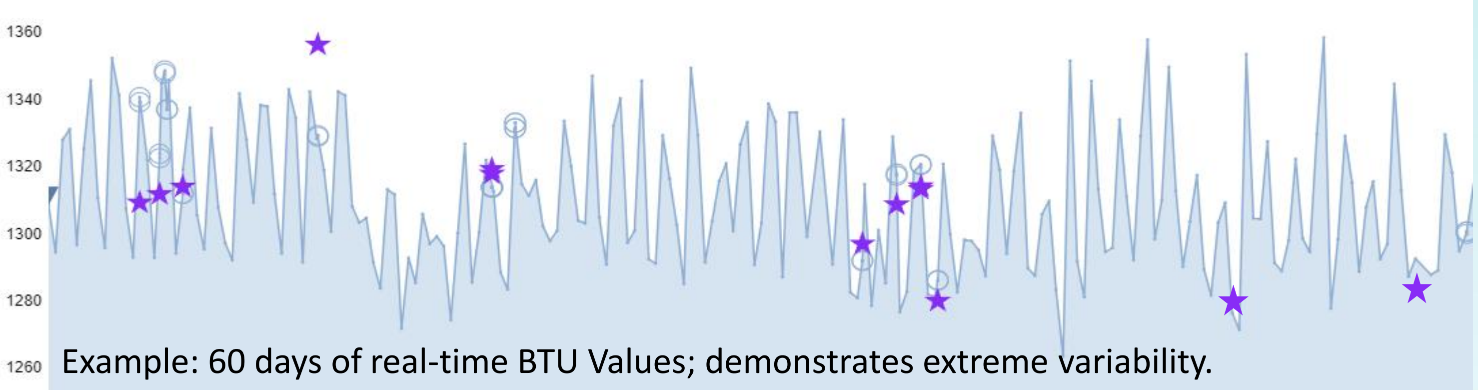


No Shelter, No Calibration Gas, Remotely/Continuously Monitored



★ *GC Spot Sample Lab Test*

We tested against Traditional Gas Chromatography (GC)

- **Zero GC Samples matched** the 60-day Average Gas BTU Value
- **20-25%** swings in "Associated Gas" BTU value
- **16% Variances** within manual sampling processes

+/- $4.4MM* ANNUAL PROCEEDS IMPACT

**$2.50 $/mmBTU @ 15mmscf/D*

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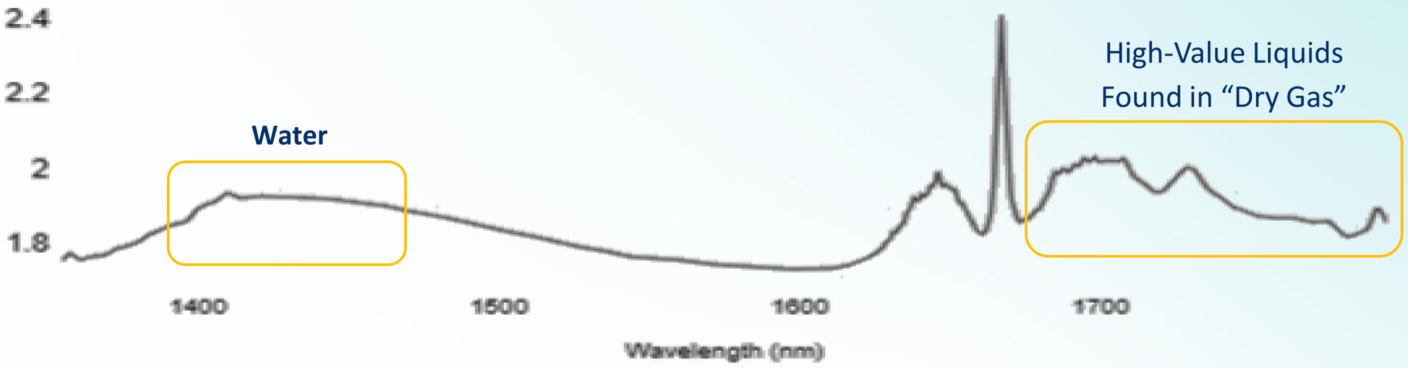
Liquids In "Dry Associated Gas"

$1.4MM* IN POTENTIAL ASSOCIATED GAS PROCEEDS

Typical Spectral Response for Associated Gas During Trial



<u>Liquids In "Dry Associated Gas" Line</u>

- Associated gas is "assumed" to be dry gas
- GCs remove any liquids prior to measurement
- Operators and mineral owners are not being compensated for "carry-over" products

**$2.50 $/mmBTU @ 15mmscf/D*

Data Analytics: VeraCal™ Flare Solution

INITIAL PENETRATION INTO SIGNIFICANT UPSTREAM APPLICATIONS

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EPA Approval on Flaring Measurement Application

- VeraCal™ was the first EPA approved alt. measurement solution
- EPA Amendment in December 2024 delayed market demand

Our Flare Measurement System is Differentiated

- Continuous and autonomous monitoring
- No consumable calibration gas
- No manual sampling errors
- Fast install and extreme durability

Customer Emission Savings via EPA Subpart-W

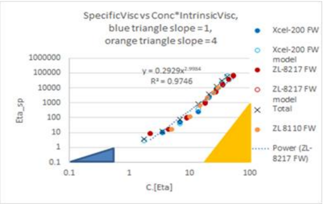
- 4-6% additional savings in emission penalties
- Gain 3-4% in production before Super Emitter Status

ENVIRONMENTAL PROTECTION AGENCY EPA APPROVED

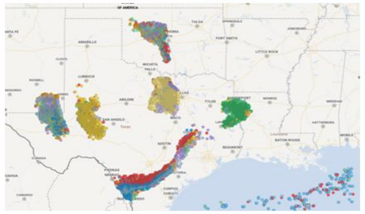
Pictured above: The proprietary VeraCal mobile flaring cart on location

Unlocking Value Through Chemistry & Data

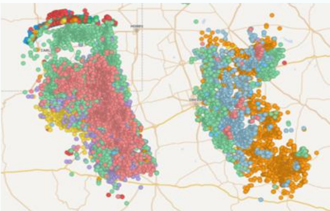
DATA SUPPORTED GEOCENTRIC CHEMISTRY MODELING



FR Viscosity Master Curves

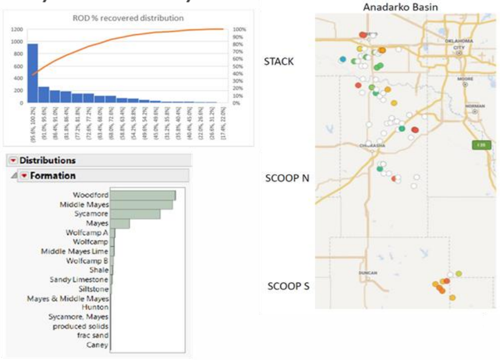


Cluster partial view
North America data

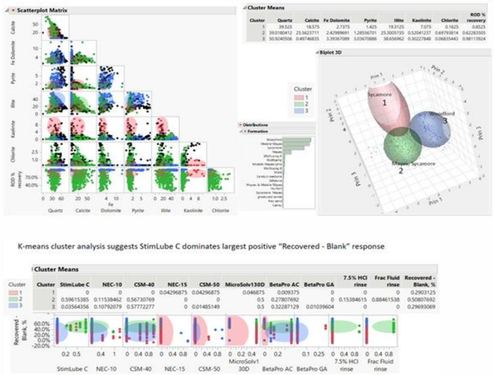


Cluster of Permian data

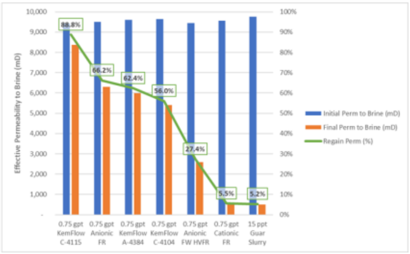
Clay Control Analysis:



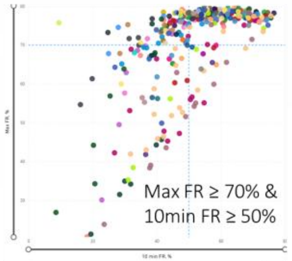
Formation and Product Alignment:



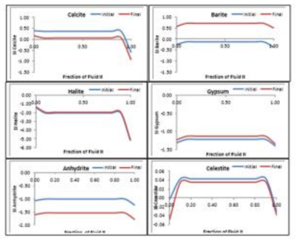
FR Damage Testing:



FR Database:



Scale Database:



Data Analytics/Physics Based Modeling on >20k Wells

- +10 years Field Completion Data
- Reservoir Similarities and Physicochemical Properties
- Production Uplift Curve Analysis
- Basin Water and Frac Water Properties

A Decade of Data with Predictive Models

- Polymer Viscosity & Friction Reduction Predictions
- Clay Stabilization Analytics
- Scale Inhibitor Database
- Formation Damage Mechanism Identification

Aligning Support with Vendors and Customers

- Leverage vendor data where applicable
- Utilize databases to streamline analytical procedures

Recent Financials

Unaudited Condensed Consolidated Statement of Operations
(in thousands)

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	Three Months Ended June 30, 2025	Three Months Ended June 30, 2024	Six Months Ended June 30, 2025	Six Months Ended June 30, 2024
Revenue:				
Revenue from external customers	$ 25,182	$ 18,191	$ 49,605	$ 31,371
Revenue from related party	33,168	27,961	64,107	55,155
Total revenues	58,350	46,152	113,712	86,526
Cost of goods sold	43,943	36,982	86,856	68,535
Gross profit	14,407	9,170	26,856	17,991
Operating costs and expenses:				
Selling, general, and administrative	6,796	6,279	13,078	12,365
Asset acquisition expenses	4,195	—	4,195	—
Depreciation	374	222	626	442
Research and development	455	481	810	888
Gain on sale of property and equipment	—	(34)	(7)	(34)
Total operating costs and expenses	11,820	6,948	18,702	13,661
Income from operations	2,587	2,222	8,154	4,330
Other income (expense):				
Interest expense	(983)	(308)	(1,212)	(586)
Other income (expense), net	181	75	287	49
Total other expense	(802)	(233)	(925)	(537)
Income before income taxes	1,785	1,989	7,229	3,793
Income tax expense	(17)	(15)	(81)	(257)
Net income	$ 1,768	$ 1,974	$ 7,148	$ 3,536
Income per common share:				
Basic	$ 0.05	$ 0.07	$ 0.22	$ 0.12
Diluted	$ 0.05	$ 0.06	$ 0.21	$ 0.12
Weighted average common shares:				
Weighted average common shares used in computing basic income per common share	33,947	29,449	31,827	29,440
Weighted average common shares used in computing diluted income per common share	36,231	30,668	34,026	30,512

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Recent Financials

Unaudited Condensed Consolidated Balance Sheets
(in thousands, except share data)

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	June 30, 2025	December 31, 2024
ASSETS		
Current assets:		
Cash and cash equivalents	$ 5,028	$ 4,404
Restricted cash	103	102
Accounts receivable, net of allowance for credit losses of $430 and $447 at June 30, 2025 and December 31, 2024, respectively	22,221	17,386
Accounts receivable, related party, net of allowance for credit losses of $0 at each of June 30, 2025 and December 31, 2024, respectively	37,350	52,370
Inventories, net	12,302	13,303
Other current assets	3,084	2,952
Current contract asset	6,743	5,939
Total current assets	86,831	96,456
Long-term contract asset	59,386	63,105
Property and equipment, net	21,223	6,178
Right-of-use assets	3,174	3,326
Deferred tax assets, net	35	51
Other long-term assets	1,594	1,680
TOTAL ASSETS	$ 172,243	$ 170,796
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current liabilities:		
Accounts payable	$ 36,350	$ 38,073
Accrued liabilities	3,905	5,912
Accrued liabilities, related party	7,248	—
Income taxes payable	85	48
Interest payable, related party	701	—
Current portion of operating lease liabilities	1,186	1,486
Current portion of finance lease liabilities	146	—
Asset-based loan	5,055	4,789
Current portion of long-term debt	—	60
Total current liabilities	54,676	50,368
Deferred revenue, long-term	—	14
Note payable - related party	39,536	—
Long-term operating lease liabilities	5,879	6,514
Long-term finance lease liabilities	302	—
TOTAL LIABILITIES	100,393	56,896
Commitments and contingencies		
Stockholders' equity:		
Preferred stock, $0.0001 par value, 100,000 shares authorized; no shares issued and outstanding	—	—
Common stock, $0.0001 par value, 240,000,000 shares authorized; 30,968,827 shares issued and 29,854,440 shares outstanding at June 30, 2025; 30,938,073 shares issued and 29,826,508 shares outstanding at December 31, 2024	3	3
Additional paid-in capital	415,637	464,620
Accumulated other comprehensive income	96	251
Accumulated deficit	(309,160)	(316,308)
Treasury stock, at cost; 1,114,387 and 1,111,565 shares at June 30, 2025 and December 31, 2024, respectively	(34,726)	(34,666)
Total stockholders' equity	71,850	113,900
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	$ 172,243	$ 170,796

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Recent Financials

Unaudited Condensed Consolidated Statements of Cash Flows
(in thousands)

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	Six months ended June 30, 2025	Six months ended June 30, 2024
Cash flows from operating activities:		
Net income	$ 7,148	$ 3,536
Adjustments to reconcile net income to net cash provided by operating activities:		
Change in fair value of contingent consideration	(127)	(27)
Amortization of contract assets	2,916	2,749
Depreciation	626	442
Amortization of deferred financing costs	157	170
Provision for credit losses, net of recoveries	261	79
Provision for excess and obsolete inventory	250	433
Gain on sale of property and equipment	(7)	(34)
Non-cash lease expense	624	1,236
Stock compensation expense	1,137	642
Deferred income tax expense	16	216
Changes in current assets and liabilities:		
Accounts receivable	(5,096)	292
Accounts receivable, related party	(2,532)	(5,480)
Inventories	1,448	192
Income tax receivable	(32)	—
Other assets	(155)	688
Accounts payable	(1,722)	50
Accrued liabilities	(1,893)	(2,837)
Operating lease liabilities	(935)	(1,510)
Income taxes payable	37	(10)
Interest payable, related party	701	—
Net cash provided by operating activities	2,822	827
Cash flows from investing activities:		
Capital expenditures	(1,309)	(229)
Proceeds from sale of assets	7	34
Net cash used in investing activities	(1,302)	(195)
Cash flows from financing activities:		
Payments on long term debt	(60)	(90)
Proceeds from asset-based loan	106,950	83,300
Payments on asset-based loan	(106,685)	(84,994)
Payment of note payable issuance costs	(480)	—
Payment of issuance costs of stock warrants	(456)	—
Payments to tax authorities for shares withheld from employees	(60)	(24)
Proceeds from issuance of stock under Employee Stock Purchase Plan	68	62
Proceeds from issuance of stock from stock option exercises	8	—
Payments for finance leases	(25)	(19)
Net cash used in financing activities	(740)	(1,765)
Effect of changes in exchange rates on cash and cash equivalents	(155)	58
Net change in cash and cash equivalents and restricted cash	625	(1,075)
Cash and cash equivalents at the beginning of period	4,404	5,851
Restricted cash at the beginning of period	102	102
Cash and cash equivalents and restricted cash at beginning of period	4,506	5,953
Cash and cash equivalents at end of period	5,028	4,777
Restricted cash at the end of period	103	101
Cash and cash equivalents and restricted cash at end of period	$ 5,131	$ 4,878

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Recent Financials

Unaudited Reconciliation of Net Income to Adjusted Net Income
(in thousands)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
Net Income	$ 1,768	$ 1,974	$ 7,148	$ 3,536
Adjustments:				
Asset acquisition expenses	4,195	—	4,195	—
Adjusted Net Income (Non-GAAP)[1]	$ 5,963	$ 1,974	$ 11,343	$ 3,536
Diluted weighted-average common shares outstanding	36,231	30,668	34,026	30,512
Net income per diluted share	$ 0.05	$ 0.06	$ 0.21	$ 0.12
Adjusted net income per diluted share	$ 0.16	$ 0.06	$ 0.33	$ 0.12

(1) *Management believes that adjusted net income for the three and six months ended June 30, 2025 and 2024 is useful to investors to assess and understand operating performance, especially when comparing those results with previous and subsequent periods. Management views the expenses related to the Asset Acquisition noted above to be outside of the Company's normal operating results. Management analyzes operating results without the impact of the above items as an indicator of performance, to identify underlying trends in the business and cash flow from continuing operations, and to establish financial and operational goals, excluding certain non-recurring items.*

Recent Financials

Unaudited Reconciliation of Non-GAAP Items & Non-Cash Items Impacting Earnings (in thousands) [1]

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	Three Months Ended June 30,		Six Months Ended June 30,		Twelve Months Ended December 31,
	2025	2024	2025	2024	2024
Net income	$ 1,768	$ 1,974	$ 7,148	$ 3,536	$ 10,498
Interest expense	983	308	1,212	586	1,095
Income tax expense	17	15	81	257	649
Depreciation and amortization	374	222	626	442	891
EBITDA (Non-GAAP) [1]	$ 3,142	$ 2,519	$ 9,067	$ 4,821	$ 13,133
Stock compensation expense	676	331	1,137	643	1,366
Severance and retirement	7	20	51	32	39
Contingent liability revaluation	(2)	—	(127)	(27)	71
Gain on disposal of asset	—	(34)	(7)	(34)	(124)
Amortization of contract asset	1,434	1,482	2,916	2,749	5,612
Non-Recurring professional fees [2]	4,195	121	4,195	280	230
Adjusted EBITDA (Non-GAAP) [1]	$ 9,452	$ 4,439	$ 17,232	$ 8,464	$ 20,327

(1) *Management believes that EBITDA and adjusted EBITDA for the three and six months ended June 30, 2025 and 2024, and for the twelve months ended December 31, 2024 are useful to investors to assess and understand operating performance, especially when comparing those results with previous and subsequent periods. Management views the income and expenses noted above to be outside of the Company's normal operating results. Management analyzes operating results without the impact of the above items as an indicator of performance, to identify underlying trends in the business and cash flow from continuing operations, and to establish financial and operational goals, excluding certain non-cash or non-recurring items.*

(2) *Includes $4.2 million of expenses related to Asset Acquisition for the three and six months ended June 30, 2025.*

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