



JPM Global High Yield & Leveraged Finance Conference

March 2023

Disclaimer & Forward-looking Statements

Cautionary Statement on Forward-looking Statements

This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Exchange Act. This presentation includes forward-looking statements that reflect our current expectations, projections and goals relating to our future results, performance and prospects. Forward-looking statements include all statements that are not historical in nature and are not current facts, including our preliminary estimated financial information for Q4 2022. When used in this news release (and any oral statements made regarding the subjects of this release, including on the conference call announced herein), the words "believe," "expect," "plan," "intend," "anticipate," "estimate," "predict," "potential," "continue," "may," "might," "should," "could," "will" or the negative of these terms or similar expressions are intended to identify forward-looking statements, although not all forward-looking statements contain such identifying words. Such forward-looking statements involve risks and uncertainties. These forward-looking statements are based on our current expectations and assumptions about future events and are based on currently available information as to the outcome and timing of future events with respect to, among other things: our operating cash flows; the availability of capital and our liquidity; our ability to renew and refinance our debt; our future revenue, income and operating performance; our ability to sustain and improve our utilization, revenue and margins; our ability to maintain acceptable pricing for our services; future capital expenditures; our ability to finance equipment, working capital and capital expenditures; our ability to execute our long-term growth strategy and to integrate our acquisitions; our ability to successfully develop our research and technology capabilities and implement technological developments and enhancements; and the timing and success of strategic initiatives and special projects. The Company's actual experience and results may differ materially from the experience and results anticipated in such statements. Factors that might cause such a difference include those discussed in the Company's filings with the U.S. Securities and Exchange Commission (the "SEC"), which include its Annual or Transition Report on Form 10-K, Quarterly Reports on Form 10-Q and Current Reports on Form 8-K. For more information, see the section entitled "Forward-Looking Statements" contained in the Company's Transition Report on Form 10-K and in other filings. Any forward-looking statements included in this presentation are made only as of the date of this presentation and, except as required by federal securities laws and rules and regulations of the SEC, the Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

Non-GAAP Financial Measures

This presentation includes Adjusted EBITDA which is a "non-GAAP financial measure" as defined in Regulation G of the Securities Exchange Act of 1934. Adjusted EBITDA is a supplemental non-GAAP financial measure that is used by management and external users of our financial statements, such as industry analysts, investors, lenders and rating agencies. Adjusted EBITDA is not a measure of net earnings or cash flows as determined by GAAP. We define Adjusted EBITDA as net earnings (loss) before interest, taxes, depreciation and amortization, further adjusted for (i) goodwill and/or long-lived asset impairment charges, (ii) stock-based compensation expense, (iii) restructuring charges, (iv) transaction and integration costs related to acquisitions, (v) costs incurred related to the COVID-19 pandemic and (vi) other expenses or charges to exclude certain items that we believe are not reflective of ongoing performance of our business. Adjusted EBITDA is used to calculate the Company's leverage ratio, consistent with the terms of the Company's ABL facility. We believe Adjusted EBITDA is useful because it allows us to more effectively evaluate our operating performance and compare the results of our operations from period to period without regard to our financing methods or capital structure. We exclude the items listed above in arriving at Adjusted EBITDA because these amounts can vary substantially from company to company within our industry depending upon accounting methods and book values of assets, capital structures and the method by which the assets were acquired. Adjusted EBITDA should not be considered as an alternative to, or more meaningful than, net income as determined in accordance with GAAP, or as an indicator of our operating performance or liquidity. Certain items excluded from Adjusted EBITDA are significant components in understanding and assessing a company's financial performance, such as a company's cost of capital and tax structure, as well as the historic costs of depreciable assets, none of which are components of Adjusted EBITDA. Our computations of Adjusted EBITDA may not be comparable to other similarly titled measures of other companies.

The Company's results for the periods Q1'19 through Q1'20 are presented on a pre-merger combined basis, which is the sum of KLX Energy Services Holdings, Inc. ("KLXE") and Quintana Energy Services, Inc. ("QES") results as disclosed for the given period, without any pro forma adjustments. Note that legacy QES fiscal year ended on December 31 and legacy KLXE fiscal year ended on January 31, which continued for KLXE until the Company changed its fiscal year-end from January 31 to December 31, effective beginning with the year ended December 31, 2021. As a result, our pre-merger combined quarterly data for Q1'19 includes legacy KLXE for three months ended April 30, 2019 and legacy QES for three months ended March 31, 2019; for Q2'19 includes legacy KLXE for three months ended July 31, 2019 and legacy QES for three months ended June 30, 2019; for Q3'19 includes legacy KLXE for three months ended October 31, 2019 and legacy QES for three months ended September 30, 2019; for Q4'19 includes legacy KLXE for three months ended January 31, 2020 and legacy QES for three months ended December 31, 2019; and for Q1'20 includes legacy KLXE for three months ended April 30, 2020 and legacy QES for three months ended March 31, 2020.

Information Regarding Preliminary Results

The preliminary estimated Q4 2022 financial information contained in this presentation reflects management's estimates previously disclosed in the Company's Form 8-K dated February 21, 2023, and is not a comprehensive statement of the Company's financial results for the three months ended December 31, 2022. The information presented herein should not be considered a substitute for full unaudited financial statements for the three months ended December 31, 2022 once they become available and should not be regarded as a representation by the Company or its management as to its actual financial results for the three months ended December 31, 2022. The ranges for the preliminary estimated financial results described above constitute forward-looking statements. The preliminary estimated financial information presented herein is subject to change, and the Company's actual financial results may differ from such preliminary estimates and such differences could be material. Accordingly, you should not place undue reliance upon these preliminary estimates.

Additional information is available from KLXE at its website, www.klixenergy.com.



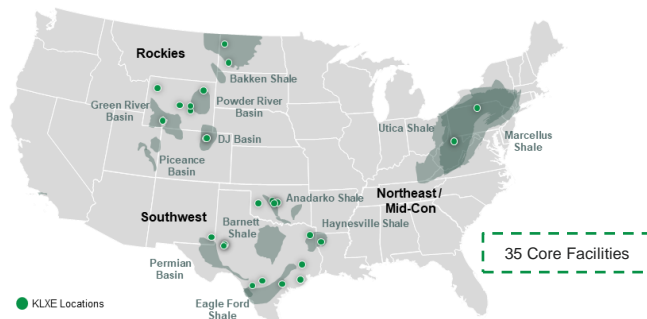
Company Overview

KLX Energy Services (KLXE) Overview

Company Overview

- Leading U.S. onshore provider of value-added, mission critical services focused on the entire well life-cycle for the most technically demanding wells across the major US oil and gas basins
- ~1,750 total team members as of Q3, including a deeply experienced ops leadership team with an average of 30 years of industry experience and 10 years with KLXE
- Vertical integration with in-house machining and R&D
- Long-standing relationships with blue-chip customer base
- Platform created through combination of organic and inorganic growth and well positioned to continue to grow via both

Areas of Operation



Diversified Product Offering¹

Drilling

- 110 measurement-while-drilling kits
- Over 850 mud motors (~60% are latest gen)

Completion

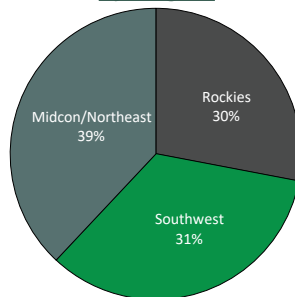
- 24 modern, large-diameter Coiled Tubing Units
- 75+ Wireline Units (split with Production)
- 120+ Frac Trees
- 490+ accommodation trailers (split with Drilling)
- 4 frac spreads (2 staffed and operating)
- Suite of proprietary tools & consumables

Production & Intervention

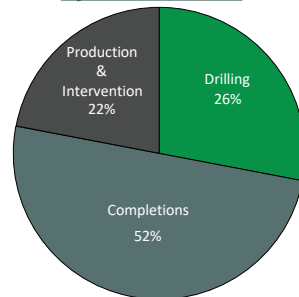
- Leading fleet of fishing and rentals tools
- 14 small diameter (2" or less) Coiled Tubing Units
- 34 rig-assisted Snubbing Units
- Downhole production services

Diversified Business Model

Q3 '22 Revenue by Region



Q3 '22 Revenue by Product Line



Source: Company filings and disclosure. As of Q3 2022.

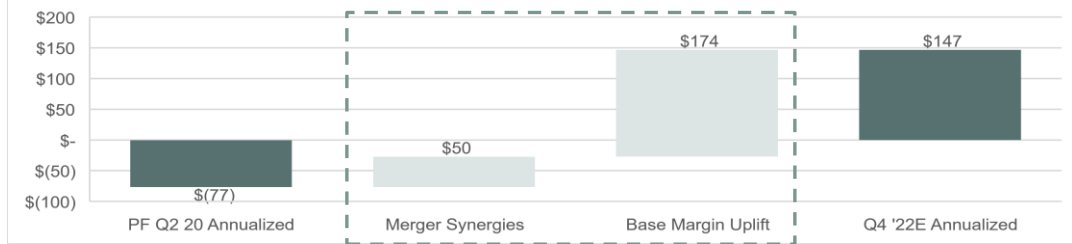
¹ As of Q3 2022

KLXE / QES Merger Integration Success

(dollar amounts in millions)

Strategic Fit	<ul style="list-style-type: none"> ✓ Premier provider of drilling, completion, production and intervention solutions with a returns driven strategy ✓ Minimal customer overlap with significant cross-sell potential ✓ Positioned to participate in further industry consolidation
People	<ul style="list-style-type: none"> ✓ Strong management team with proven operational track-record and deep M&A experience ✓ Retention of key employees ✓ Strong Board and corporate governance
Efficiencies and Synergies	<ul style="list-style-type: none"> ✓ Consolidated 24 facilities with overlapping geographic coverage and service offerings ✓ Eliminated duplicate management positions to reduce SG&A ✓ “Shared Services” consolidation and optimization ✓ Over \$50MM of total cost synergies (reduced SG&A as a % of revenue from 21% in Q4 2019 (standalone KLXE) to 8% in Q3 2022) ✓ Approximately \$18MM in sale of obsolete assets since closing (thru Q3 2022) ✓ Aligned across common systems, processes and procedures
Valuation and Structure	<ul style="list-style-type: none"> ✓ 100% equity financed, merger of equals ✓ Created platform that generated over \$1.0B of revenue and \$156MM of Adj EBITDA on a pro forma 2019 basis, including \$50MM of cost synergies ✓ Deleveraging and credit-enhancing to KLXE

Adjusted EBITDA Bridge



Q4 2022E annualized assumes midpoint of previously provided guidance range

A Transformed KLXE

People	<ul style="list-style-type: none">✓ Veteran operators throughout the organization✓ Deep technical expertise✓ Transparent alignment of incentives
Performance	<ul style="list-style-type: none">✓ Performance culture✓ Detailed KPI tracking and data-driven decision making
Asset Integrity	<ul style="list-style-type: none">✓ Rigorous maintenance program to minimize downtime and ensure equipment integrity and consistency in service quality✓ Selective evaluation of opportunities to ensure equipment integrity
Safety	<ul style="list-style-type: none">✓ Employees value safe, professional field operations✓ Strong interdependent safety culture and track record of strong safety metrics affords KLXE the opportunity to work for the largest operators
Customer Focus	<ul style="list-style-type: none">✓ Long-term relationships with blue-chip customers✓ Strong visibility into drilling and completion programs
Profitability	<ul style="list-style-type: none">✓ Significant operating leverage✓ Return on capital orientation

Diversified and Complementary Product Service Offering

- Diversified product service offering positions KLXE to capture a larger percentage of customer spending across the lifecycle
- Refocused product service offering across core geographies to improve scale, utilization and returns

Primary Product Line	PSL ¹	Approximate Q3 2022 Rev. Contribution	Rockies	Southwest	Northeast/ Mid Con	Select Products & Services
Drilling	Directional Drilling	20%	✓	✓	✓	MWD, proprietary K-Series mud motor, directional electronics and other modules
	Accommodations	5%		✓	✓	Living accommodations, water & sewage services, light plants, generators and other
Completion	Coiled Tubing	18%	✓	✓	✓	1-1/4" to 2-5/8" coiled tubing units
	Pressure Pumping	17%	✓		✓	Acidizing, cement, frac
	Other Completion Products and Services	8%	✓	✓	✓	Flowback, frac valve rental, proprietary composite & dissolvable plugs and other proprietary products
Production & Intervention	Wireline	8%	✓	✓		Pump down, pipe recovery, logging
	Tech Services	13%	✓	✓	✓	Fishing tools & services, thru tubing, reverse units and snubbing
	Rentals	11%	✓	✓	✓	Pressure control equipment, tubulars, torque & testing, and pipe handling

Source: Company. As of Q3 2022.

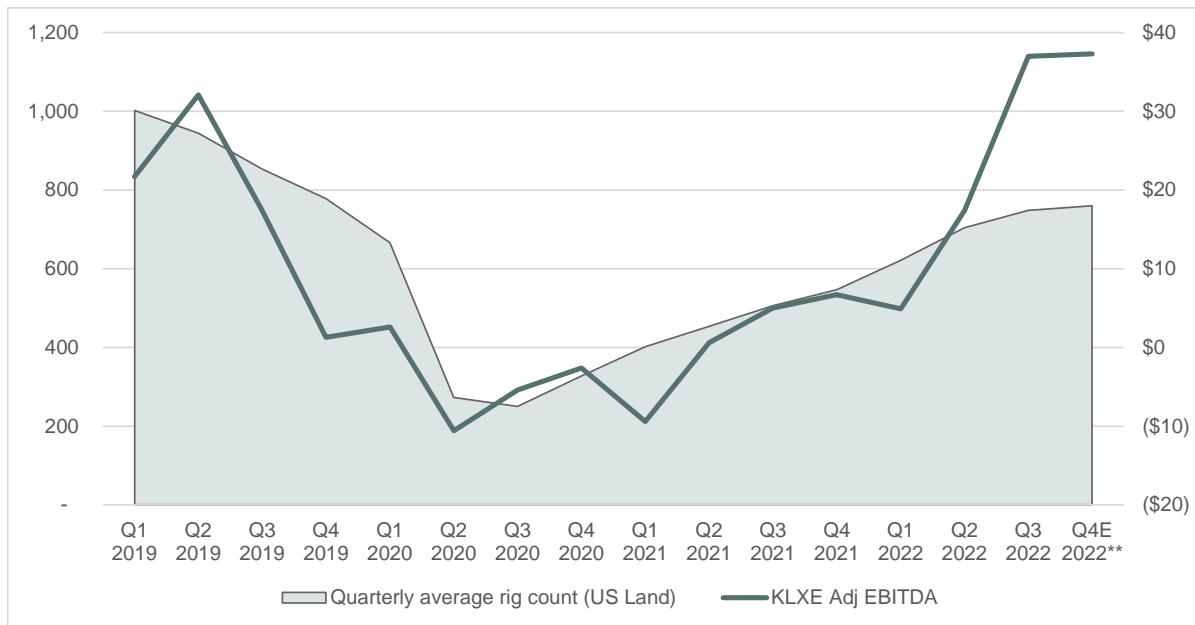
¹ Product Service Line

Percentages may not sum to 100% due to rounding

Significant Operating Leverage Tied To Market Recovery

(dollar amounts in millions)

US Land Rig Count and KLXE Quarterly Adj EBITDA (Including Pre-merger Combined)



Source: Company & Baker Hughes Rig Count.

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Top Operators Choose KLXE

- Served over 760 unique customers in 2022E with no one customer accounting for more than 5% of 2022E revenue
- Diverse customer base – Top 10 2022 customers accounted for 30% of 2022 Revenue
- Significant leverage to the most active operators in the United States – MSAs with 19 of top 20 operators by rig count

Select Customer Relationships



Profitability and Net Leverage Continue to Improve

(dollar amounts in millions)

- Rapidly improving financial results
- Q4E 2022 Revenue, Net Income and Adj EBITDA of \$221.5MM to \$223.5MM, \$12.0MM to \$13.5MM and \$35.7MM to \$37.6MM, respectively
- Q4E annualized Net Leverage ratio of 1.5x to 1.6x

Summary						
	PF Calendar	Q1'22	Q2'22	Q3 '22	Q4'22 Guidance	
	Q4'21				Low	High
Revenue						
Rockies	\$35.3	\$43.3	\$53.1	\$66.5		
Southwest	50.2	51.9	60.0	68.5		
Mid-Con / Northeast	59.5	57.1	71.3	86.6		
Revenue	\$145.0	\$152.3	\$184.4	\$221.6	\$221.5	\$223.5
Revenue Growth	13%	5%	21%	20%	0%	1%
Adjusted EBITDA						
Rockies	\$2.3	\$4.7	\$9.3	\$17.3		
Southwest	4.2	4.2	6.4	10.2		
Mid-Con / Northeast	6.2	2.7	11.1	21.3		
Corporate & Other	(6.0)	(6.7)	(9.4)	(11.7)		
Adjusted EBITDA	\$6.7	\$4.9	\$17.4	\$37.1	\$35.7	\$37.6
Adjusted EBITDA Margin						
Rockies	6.5%	10.9%	17.5%	26.0%		
Southwest	8.4%	8.1%	10.7%	14.9%		
Mid-Con / Northeast	10.4%	4.7%	15.6%	24.6%		
Adjusted EBITDA Margin	4.6%	3.2%	9.4%	16.7%		
Net Debt						
Cash	\$28.0	\$19.4	\$31.5	\$41.4	\$57.4	
Total Debt	274.8	275.1	295.4	295.6	\$283.4	
Net Debt	\$246.8	\$255.7	\$263.9	\$254.2	\$226.0	

Source: Company disclosure
Q4E 2022 annualized assumes midpoint of previously provided guidance range

Go-Forward Strategy

Sales & Pricing

- Return pricing to levels that drive acceptable margins and support reinvestment in our asset base and generate free cash flow
- Drive margin enhancing utilization

Cost Controls

- Continue to manage through supply chain constraints and pass costs onto customers
- Retain personnel and maintain equipment quality while continuing to proactively manage the cost structure to drive incremental margins
- Continue to proactively manage working capital

Organic Growth

- Expand share of wallet with top customers
- Expand certain PSLs geographically
- Continue to redeploy and expand our asset base in certain PSLs as returns warrant
- Re-allocate assets across geographies as demand and pricing warrant

Strategic

- Continue to pursue value-creating, de-leveraging consolidation opportunities
- Continue to de-lever through a combination of EBITDA growth, free cash flow generation, debt reduction and consolidation



Appendix

Reconciliation of Consolidated Net Loss to Adjusted EBITDA (loss)

(dollar amounts in millions)

Adj EBITDA Reconciliation

	Q1'19 ⁽²⁾	Q2'19 ⁽²⁾	Q3'19 ⁽²⁾	Q4'19 ⁽²⁾	Q1'20 ⁽²⁾	Q2'20	Q3'20	Q4'20
Consolidated net loss ⁽¹⁾	\$ (13.9)	\$ (7.8)	\$ (117.2)	\$ (33.0)	\$ (263.8)	\$ (54.8)	\$ (38.3)	\$ (30.5)
Income tax expense (benefit).....	0.5	0.3	(0.3)	(8.4)	0.1	—	0.2	0.1
Interest expense, net	7.8	8.3	8.1	8.3	8.1	7.6	7.7	8.0
Operating income (loss)	(5.6)	0.8	(109.4)	(33.1)	(255.6)	(47.2)	(30.4)	(22.4)
Bargain purchase gain	—	—	—	—	—	—	2.4	(1.6)
Impairment and other charges	—	—	87.3	1.2	218.0	—	4.4	0.8
One-time costs, excluding impairment and other charges	5.4	1.2	12.3	5.0	14.7	1.6	3.0	2.4
Adjusted operating income (loss).....	(0.2)	2.0	(9.8)	(26.9)	(22.9)	(45.6)	(20.6)	(20.8)
Depreciation and amortization .	27.2	29.6	29.9	26.8	26.1	21.5	14.7	17.9
Non-cash compensation	7.3	7.3	6.0	6.6	1.8	4.8	0.5	0.3
Adjusted EBITDA (loss)	\$ 34.3	\$ 38.9	\$ 26.1	\$ 6.5	\$ 5.0	\$ (19.3)	\$ (5.4)	\$ (2.6)

¹Previously announced quarterly numbers may not sum to the year-end total due to rounding.

² Quarterly cost of sales includes \$2.1 million of lease expense associated with five coiled tubing unit leases.

³ The Company's results for the periods Q1'19 through Q1'20 are presented on a pre-merger combined basis, which is the sum of KLX Energy Services Holdings, Inc. ("KLXE") and Quintana Energy Services, Inc. ("QES") results as disclosed for the given period, without any pro forma adjustments. Note that legacy QES fiscal year ended on December 31 and legacy KLXE fiscal year ended on January 31, which continued for KLXE until the Company changes its fiscal year-end from January 31 to December 31, effective beginning with the year ended December 31, 2021. As a result, our pre-merger combined quarterly data for Q1'19 includes legacy KLXE for three months ended April 30, 2019 and legacy QES for three months ended March 31, 2019, for Q2'19 includes legacy KLXE for three months ended July 31, 2019 and legacy QES for three months ended June 30, 2019, for Q3'19 includes legacy KLXE for three months ended October 31, 2019 and legacy QES for three months ended September 30, 2019, for Q4'19 includes legacy KLXE for three months ended January 31, 2020 and legacy QES for three months ended December 31, 2019, and for Q1'20 includes legacy KLXE for three months ended April 30, 2020 and legacy QES for three months ended March 31, 2020. Furthermore, note that we have presented Q2'20 on a pro forma basis as the results of legacy KLXE and legacy QES assuming the Merger had occurred on February 1, 2020. Pre-merger periods exclude the value of deal synergies.

Source: Company disclosure

Reconciliation of Consolidated Net Loss to Adjusted EBITDA (Loss)

(dollar amounts in millions)

Adj EBITDA Reconciliation (Continued)

	Q1'21	Q2'21	Q3'21 ⁽³⁾	Q4'21 ⁽³⁾	Q1'22	Q2'22	Q3'22	Q4'22E
Consolidated net loss ⁽²⁾	\$ (36.8)	\$ (25.0)	\$ (20.3)	\$ (18.6)	\$ (19.9)	\$ (7.5)	\$ 11.1	\$ 12.8
Income tax expense (benefit)	0.1	0.1	0.1	0.1	0.1	0.2	0.3	—
Interest expense, net	7.8	8.0	8.2	8.2	8.3	8.7	9.0	9.0
Operating income (loss)	(28.9)	(16.9)	(12.0)	(10.3)	(11.5)	1.4	20.4	21.8
Bargain purchase gain	—	0.5	0.5	—	—	—	—	—
Impairment and other charges ⁽¹⁾	—	0.2	0.2	—	—	—	—	—
One-time costs, excluding impairment and other charges ⁽¹⁾	3.3	1.3	0.7	1.4	2.0	1.2	1.7	(0.7)
Adjusted operating income (loss)	(25.6)	(14.9)	(10.6)	(8.9)	(9.5)	2.6	22.1	21.1
Depreciation and amortization	15.4	14.5	13.8	14.8	13.7	14.0	14.2	14.9
Non-cash compensation	0.8	1.0	0.9	0.8	0.7	0.8	0.8	0.7
Adjusted EBITDA (loss)	\$ (9.4)	\$ 0.6	\$ 4.1	\$ 6.7	\$ 4.9	\$ 17.4	\$ 37.1	\$ 36.7

*Previously announced quarterly numbers may not sum to the year-end total due to rounding.

(1) The one-time benefits during the fourth quarter of 2022 relate to non-recurring gain on debt extinguishment, partially offset by non-recurring legal costs, costs related to testing and treatment of COVID-19 and additional non-recurring costs.

(2) Quarterly cost of sales includes \$2.1 million of lease expense associated with five coiled tubing unit leases.

(3) We have presented Q3'21 on a pro forma basis as three months ended September 30, 2021, and we have presented Q4'21 on a pro forma basis as three months ended December 31, 2021.

Source: Company disclosure

Consolidated Net Income (Loss) Margin Reconciliation

(dollar amounts in millions)

Consolidated Net Income (Loss) Margin Reconciliation

	Q1'21	Q2'21	Q3'21	Q4'21	Q1'22	Q2'22	Q3'22	Q4'22E
Net income (loss)	\$ (36.8)	\$ (25.0)	\$ (20.3)	\$ (18.6)	\$ (19.9)	\$ (7.5)	\$ 11.1	\$ 12.8
Revenue	90.8	111.9	128.3	145.0	152.3	184.4	221.6	222.5
Consolidated net income (loss) margin percentage	(40.5) %	(22.3) %	(15.8) %	(12.8) %	(13.1) %	(4.1) %	5.0%	5.8%

Consolidated Adjusted EBITDA (Loss) Margin Reconciliation

(dollar amounts in millions)

Consolidated Adjusted EBITDA (Loss) Margin Reconciliation

	Q1'21	Q2'21	Q3'21	Q4'21	Q1'22	Q2'22	Q3'22	Q4'22E
Adjusted EBITDA (loss)	\$ (9.4)	\$ 0.6	\$ 4.1	\$ 6.7	\$ 4.9	\$ 17.4	\$ 37.1	\$ 36.7
Revenue	90.8	111.9	128.3	145.0	152.3	184.4	221.6	222.5
Consolidated Adjusted EBITDA (loss) margin percentage	(10.3) %	0.5%	3.2%	4.6%	3.2 %	9.4%	16.7%	16.5%

Reconciliation of Segment Operating Income (loss) to Adjusted EBITDA (loss)

(dollar amounts in millions)

Rocky Mountains Segment Adj EBITDA (Loss) Reconciliation

	Q4'20	Q1'21	Q2'21	Q3'21	Q4'21	Q1'22	Q2'22	Q3'22
Rocky Mountains operating income (loss)	\$ 1.7	\$ (7.1)	\$ (2.2)	\$ (0.4)	\$ (3.8)	\$ (0.8)	\$ 4.0	\$ 11.7
One-time costs ⁽¹⁾	(0.7)	0.3	0.2	0.2	0.2	0.1	0.1	0.3
Adjusted operating income (loss)	1.0	(6.8)	(2.0)	(0.2)	(3.6)	(0.7)	4.1	12.0
Depreciation and amortization expense	5.3	5.1	5.0	5.0	5.9	5.4	5.2	5.3
Non-cash compensation	0.2	0.1	0.1	—	—	—	—	—
Rocky Mountains Adjusted EBITDA (loss)	\$ 6.5	\$ (1.6)	\$ 3.1	\$ 4.8	\$ 2.3	\$ 4.7	\$ 9.3	\$ 17.3

(1) One-time costs are defined in the Reconciliation of Consolidated Net Loss to Adjusted EBITDA (loss) table above. For purposes of segment reconciliation, one-time costs also includes impairment and other charges.

Reconciliation of Segment Operating Income (Loss) to Adjusted EBITDA (Loss)

(dollar amounts in millions)

Southwest Segment Adj EBITDA (Loss) Reconciliation

	Q4'20	Q1'21	Q2'21	Q3'21	Q4'21	Q1'22	Q2'22	Q3'22
Southwest operating income (loss)	\$ (6.5)	\$ (7.5)	\$ (3.7)	\$ (4.2)	\$ (1.0)	\$ (0.4)	\$ 2.0	\$ 5.2
One-time costs ⁽¹⁾	0.1	0.9	0.1	0.1	0.3	0.1	(0.2)	0.4
Adjusted operating income (loss)	(6.4)	(6.6)	(3.6)	(4.1)	(0.7)	(0.3)	1.8	5.6
Depreciation and amortization expense	7.4	5.8	5.4	4.7	4.9	4.5	4.6	4.6
Non-cash compensation	0.1	0.1	—	—	—	—	—	—
Southwest Adjusted EBITDA (loss)	\$ 1.1	\$ (0.7)	\$ 1.8	\$ 0.6	\$ 4.2	\$ 4.2	\$ 6.4	\$10.2

(1) One-time costs are defined in the Reconciliation of Consolidated Net Loss to Adjusted EBITDA (loss) table above. For purposes of segment reconciliation, one-time costs also includes impairment and other charges.

Reconciliation of Segment Operating Income (Loss) to Adjusted EBITDA (Loss)

(dollar amounts in millions)

Northeast/Mid-Con Segment Adj EBITDA (Loss) Reconciliation

	Q4'20	Q1'21	Q2'21	Q3'21	Q4'21	Q1'22	Q2'22	Q3'22
Northeast/Mid-Con operating income (loss)	\$ (11.6)	\$ (6.8)	\$ (3.8)	\$ (0.6)	\$ 2.1	\$ (0.8)	\$ 7.3	\$ 17.2
One-time costs ⁽¹⁾	1.2	0.7	0.6	0.5	0.6	0.1	0.1	—
Adjusted operating income (loss)	(10.4)	(6.1)	(3.2)	(0.1)	2.7	(0.7)	7.4	17.2
Depreciation and amortization expense	4.8	3.8	3.6	3.6	3.4	3.4	3.6	4.0
Non-cash compensation	0.2	0.2	0.1	0.1	0.1	—	0.1	0.1
Northeast/Mid-Con Adjusted EBITDA (loss)	\$ (5.4)	\$ (2.1)	\$ 0.5	\$ 3.6	\$ 6.2	\$ 2.7	\$ 11.1	\$ 21.3

(1) One-time costs are defined in the Reconciliation of Consolidated Net Loss to Adjusted EBITDA (loss) table above. For purposes of segment reconciliation, one-time costs also includes impairment and other charges.

Segment Operating Income (Loss) Margin Reconciliation

(dollar amounts in millions)

Segment Operating Income (Loss) Margin Reconciliation

	Q4'20	Q1'21	Q2'21	Q3'21	Q4'21	Q1'22	Q2'22	Q3'22
Rocky Mountains								
Operating income (loss)	\$ 1.7	\$ (7.1)	\$ (2.2)	\$ (0.4)	\$ (3.8)	\$ (0.8)	\$ 4.0	\$ 11.7
Revenue	29.4	24.3	33.6	37.4	35.3	43.3	53.1	66.5
Operating income (loss) margin percentage	5.8 %	(29.2) %	(6.5) %	(1.1) %	(10.8) %	(1.8) %	7.5 %	17.6 %
Southwest								
Operating income (loss)	(6.5)	(7.5)	(3.7)	(4.2)	(1.0)	(0.4)	2.0	5.2
Revenue	30.1	38.0	43.0	43.7	50.2	51.9	60.0	68.5
Operating income (loss) margin percentage	(21.6) %	(19.7) %	(8.6) %	(9.6) %	(2.0) %	(0.8) %	3.3 %	7.6 %
Northeast/Mid-Con								
Operating income (loss)	(11.6)	(6.8)	(3.8)	(0.6)	2.1	(0.8)	7.3	17.2
Revenue	27.3	28.5	35.3	47.2	59.5	57.1	71.3	86.6
Operating income (loss) margin percentage	(42.5) %	(23.9) %	(10.8) %	(1.3) %	3.5%	(1.4) %	10.2%	19.9 %

Segment Adjusted EBITDA (Loss) Margin Reconciliation

(dollar amounts in millions)

Segment Adj EBITDA (Loss) Margin Reconciliation								
	Q4'20	Q1'21	Q2'21	Q3'21	Q4'21	Q1'22	Q2'22	Q3'22
Rocky Mountains								
Adjusted EBITDA (loss)	\$ 6.5	\$ (1.6)	\$ 3.1	\$ 4.8	\$ 2.3	\$ 4.7	\$ 9.3	\$ 17.3
Revenue	29.4	24.3	33.6	37.4	35.3	43.3	53.1	66.5
Adjusted EBITDA margin percentage	22.1 %	(6.6) %	9.2 %	12.8 %	6.5 %	10.9 %	17.5 %	26.0 %
Southwest								
Adjusted EBITDA (loss)	1.1	(0.7)	1.8	0.6	4.2	4.2	6.4	10.2
Revenue	30.1	38.0	43.0	43.7	50.2	51.9	60.0	68.5
Adjusted EBITDA margin percentage	3.5 %	(1.8) %	4.2 %	1.4 %	8.4 %	8.1 %	10.7 %	14.9 %
Northeast/Mid-Con								
Adjusted EBITDA (loss)	(5.4)	(2.1)	0.5	3.6	6.2	2.7	11.1	21.3
Revenue	27.3	28.5	35.3	47.2	59.5	57.1	71.3	86.6
Adjusted EBITDA margin percentage	(19.9) %	(7.4) %	1.4 %	7.6 %	10.4 %	4.7 %	15.6 %	24.6 %

SG&A Margin Reconciliation

(dollar amounts in millions)

SG&A Margin Reconciliation											
	Q1'20*	Q2'20*	Q3'20	Q4'20	Q1'21	Q2'21	Q3'21	Q4'21	Q1'22	Q2'22	Q3'22
Selling, general and administrative expenses	\$17.4	\$21.9	\$14.1	\$15.5	\$14.9	\$14.3	\$14.1	\$15.7	\$15.0	\$18.0	\$18.0
Revenue	83.0	54.5	70.9	86.8	90.8	111.9	128.3	145.0	152.3	184.4	221.6
SG&A margin percentage	21.0 %	40.2 %	19.9 %	17.9 %	16.4 %	12.8 %	11.0 %	10.8 %	9.8 %	9.8 %	8.1 %

*KLX stand-alone results before the merger with QES. Q2'20 results are pro forma and reflect the results of legacy KLXE and legacy QES assuming the Merger had occurred on February 1, 2020.

Annualized Adjusted EBITDA (Loss) Reconciliation

(dollar amounts in millions)

Annualized Quarterly Adj EBITDA (Loss) Reconciliation

	Q1'21	Q2'21	Q3'21	Q4'21	Q1'22	Q2'22	Q3'22	Q4'22E
Adjusted EBITDA (loss)	\$ (9.4)	\$ 0.6	\$ 4.1	\$ 6.7	\$ 4.9	\$ 17.4	\$ 37.1	\$ 36.7
Multiplied by four quarters	4	4	4	4	4	4	4	4
Annualized Quarterly Adjusted EBITDA (loss)	\$ (37.6)	\$ 2.4	\$ 16.4	\$ 26.8	\$ 19.6	\$ 69.6	\$ 148.4	\$ 146.8