



Winter Wonderland Best Ideas Virtual Investor Conference

February 8-11, 2022

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Investment Highlights



Global leader in high-value completion fluids, water management, and related industrial chemicals. Uniquely positioned for a recovering oil and gas market and an accelerating energy transition market

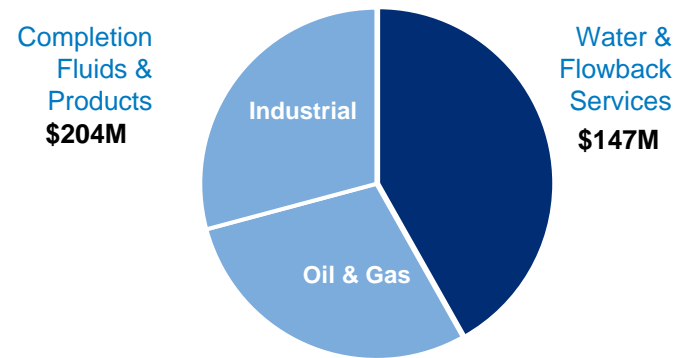
- Diverse revenue stream from O&G, industrial, US & international, onshore & offshore
- Industry innovation leader & vertically integrated Completions Fluids & Products segment
- Leading water management service provider in the Permian Basin
- Key mineral assets and chemistry R&D expertise for low carbon energy



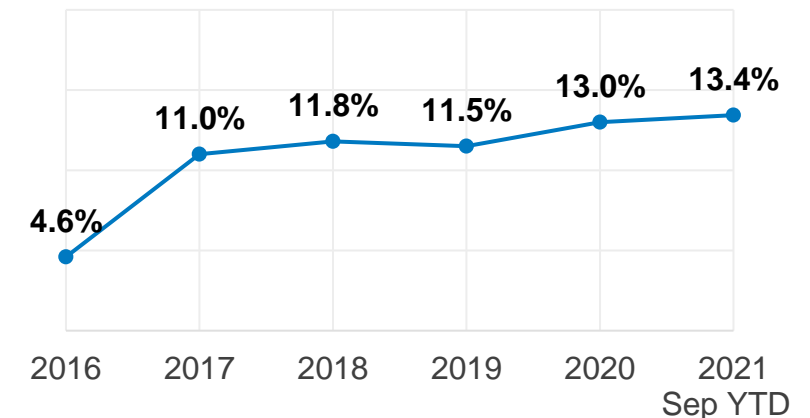
Stock and Market Information

Ticker	NYSE: TTI
Market Cap ^(a)	\$371 Mil
Net Debt ^(b)	\$122 Mil
Enterprise Value ^(a)	\$493 Mil
Shares Outstanding ^(c)	127 Mil
Average Daily Trading Volume	976,311

2021-Q3 TTM Revenue Mix



Improving Adjusted EBITDA Margins



(a) As of 02/04/2021 (b) As of 9/30/2021 (c) As of 10/29/2021. Enterprise value, Net debt and Adjusted EBITDA margins are non-GAAP financial measure. See "Non-GAAP Reconciliation" in appendix for more information and reconciliation

Agenda



01 | Recent Highlights

02 | ESG Story &
Low Carbon Energy
Opportunities

03 | Completion Fluids &
Products

04 | Water & Flowback
Services

05 | Financial Overview
& Summary

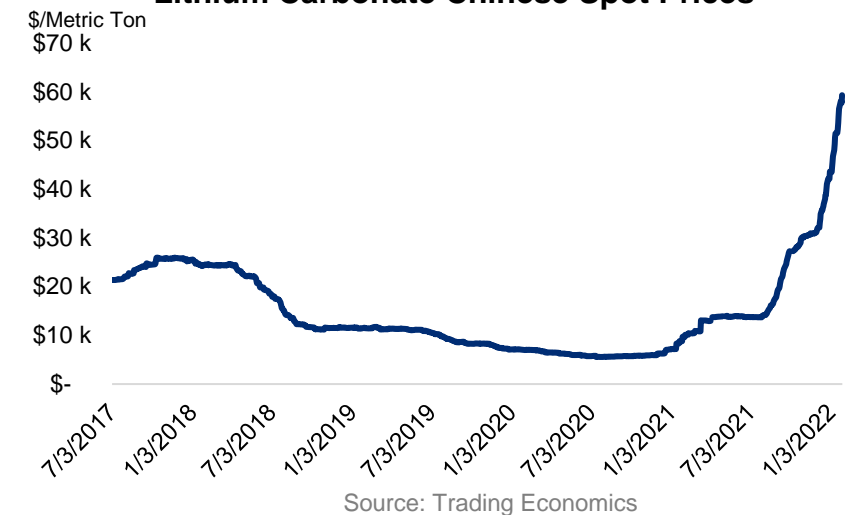
Recent Highlights



- Final technical report issued for TETRA bromine and lithium-brine property in the Smackover Formation in Arkansas
 - » Exploration target estimated to contain between 2.54 and 8.58 million tons elemental bromine
 - » Exploration target estimated to contain between 85,000 and 286,000 tons of lithium carbonate equivalent (LCE)
- New well planned for completion mid-March to allow completion of inferred resource report for lithium and bromine
- Standard Lithium(SLI) completed Preliminary Economic Assessment (PEA) of TETRA lithium option property
 - » LCE inferred resource of 1.2 million metric tons with pre-tax IRR of 40.5%⁽¹⁾
 - » SLI's PEA indicates potential royal payments to TETRA of \$285 million ⁽¹⁾ over 20 years with lithium prices at \$14,500 ⁽¹⁾ per metric ton
 - » The current price of lithium is over \$55,000 per metric ton (Source: Trading Economics)




Lithium Carbonate Chinese Spot Prices



Recent Highlights



Eos Energy  eos

Signed a strategic term sheet regarding a long-term agreement with EOS Energy, an energy storage technology company, to provide TETRA PureFlow™ ultra-pure zinc bromide for long duration energy storage technology



CARBONFREE

Joint intellectual property agreement with CarbonFree, a CO₂ capture and mineralization technology company, for CO₂ free calcium chloride production solution to enable CarbonFree's SkyCycle CO₂ technology

Compelling Sustainability Story



Operations



- Strong environmental offering in our existing businesses
- Innovative environmentally-friendly (non-zinc) TETRA CS Neptune® fluids technology
- Recycling and reusing produced water

Low Carbon Energy



- Significant bromine assets with high quantities of lithium
- High purity zinc-bromide for mass energy storage
- MOU for calcium chloride applications for carbon capture

Governance



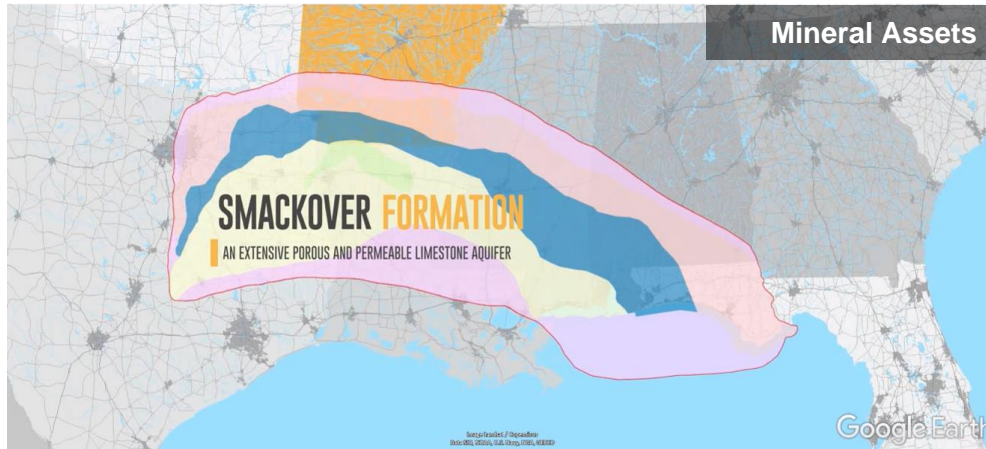
- Separate chair and CEO
- Additions of strong chemicals and minerals expertise to TETRA's board
- Executive compensation aligned with shareholder returns
- Active shareholder engagement program

Health & Safety



- Strong culture of QHS&E drives product & service delivery
- Monitoring systems for all vehicles drives exceptional performance
- Customer recognition of environmental stewardship

Leveraging Resources & Capabilities for Energy Transition

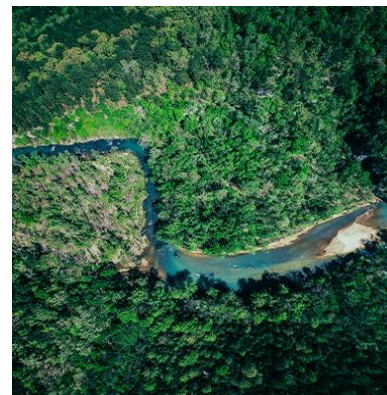


TETRA's mineral assets, chemistry R&D strength and patented manufacturing capability has created a clear path to Low Carbon Energy Solutions in carbon capture, energy storage and ESG-friendly lithium production



1 Energy Storage

- Patented high purity zinc bromide for energy storage technology
- 2.54 – 8.58 million tons of bromine exploration target in TETRA leases.



2 Lithium Production

- Standard Lithium agreement with 1.3 million tons LCE Inferred resource
- TETRA's 5,000 acres with 85k-286k tons of LCE exploration target



3 Carbon Capture

- Global leaders in calcium chloride
- \$5M investment in CarbonFree

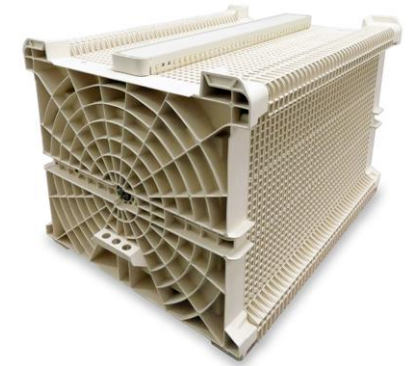
1 Energy Storage – Zinc Bromide Electrolyte

- Partnering with energy storage technology companies for zinc-bromide as a key electrolyte for safe, long duration energy storage
 - » Eos has \$151M booked orders and \$3.7B of project pipeline
 - » \$3.7B = 22 GWh of project pipeline
- TETRA is the only U.S. based manufacturer of a high purity zinc-bromide, TETRA PureFlow™ ultra-pure zinc bromide
- TETRA is finalizing a long-term strategic supplier agreement including end of life battery reclamation

22 GWh of pipeline = 275M lbs of bromine > 20% of the global bromine production

Eos Energy 

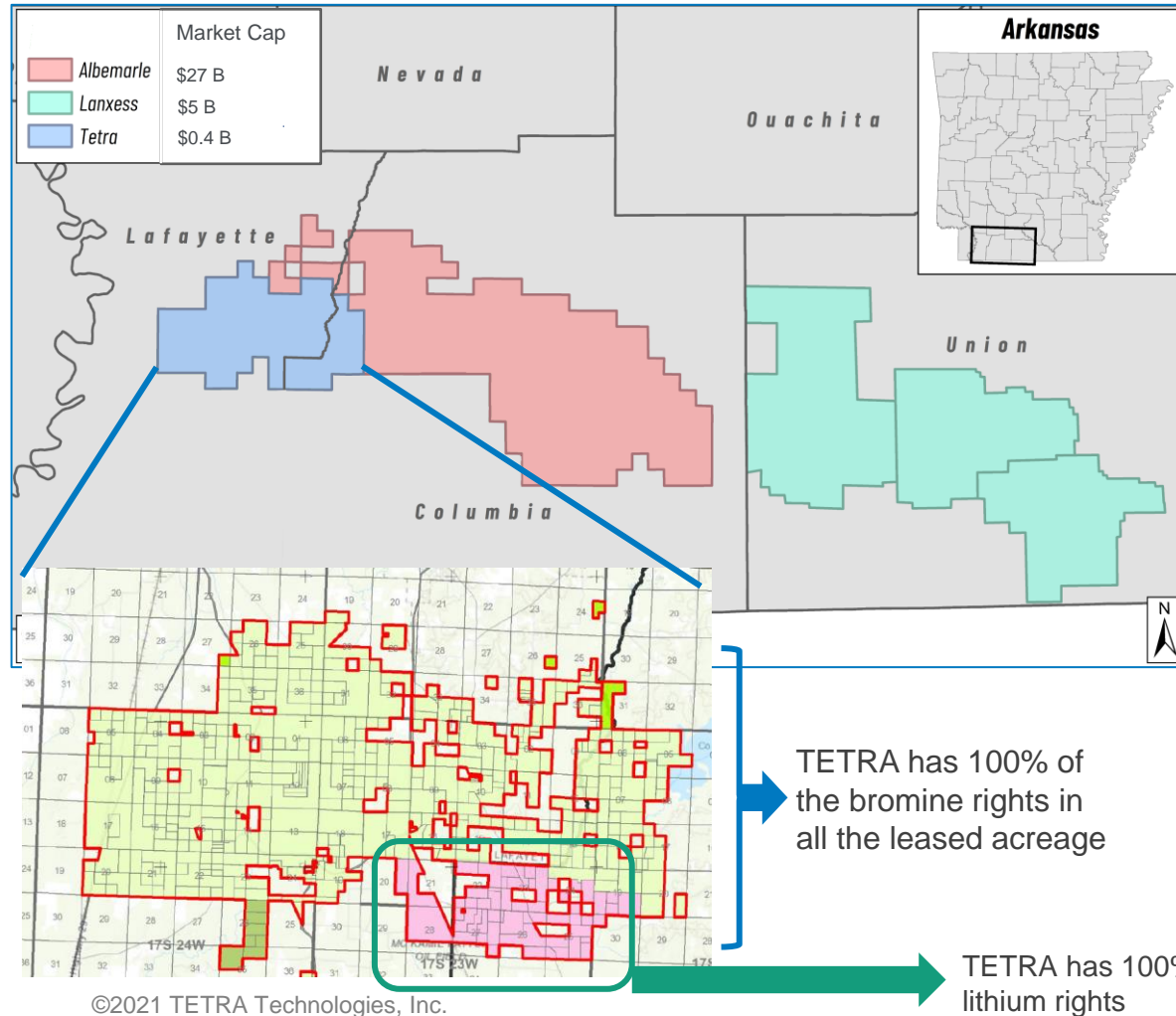
Eos Energy uses 12,500 lbs of bromine per MWh energy storage



TETRA uses a patented manufacturing process to produce a high purity zinc-bromide (PureFlow™)

2 TETRA Lithium & Bromine Assets in Smackover

Over 40,000 gross acres of mineral rights leases in the Smackover Formation in Southwest Arkansas



- Not currently extracting bromine from our acreage
- Long-term supply agreement with LANXESS meeting our current bromine demand
 - » More bromine demand in the future as we grow in energy storage market
- TETRA has the bromine rights in all acreage with exploration target of 2.54M – 8.58M tons of bromine.
- TETRA maintains 5,000 gross acres for the lithium rights with exploration target of 85,000-286,000 tons of lithium
- Existing option agreement with Standard Lithium for the lithium rights in 36,000 of those gross acres. Inferred resource of 1.3 million tons of lithium as reported by Standard Lithium
 - » TETRA compensated with annual remuneration of \$1M cash and 400,000 SLI shares⁽¹⁾
 - » Timing for development plans still to be determined but Option Agreement expires in 2027

(1) Reflects payments for option agreement for all TETRA acreage including California

Lithium - Best Environmental Solution

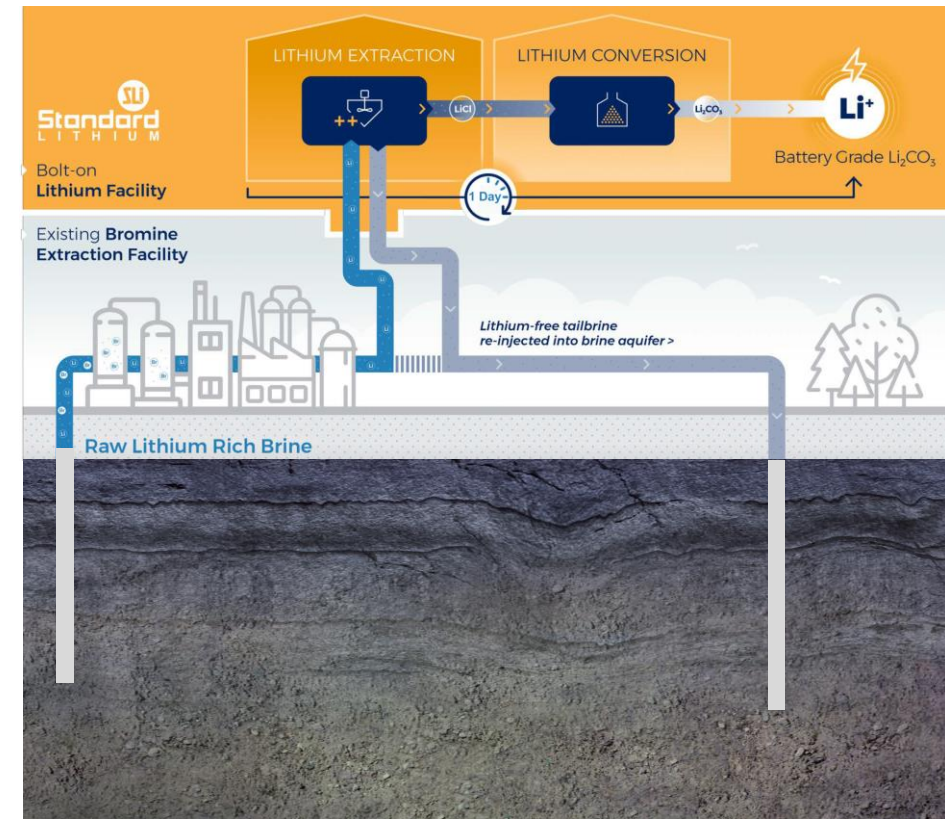


Existing Lithium Production Operations



Direct Lithium Extraction

Extracted from downhole brine production. Lithium is directly extracted and the tail brine is re-injected to preserve reservoir pressures and properties



1 Carbon Capture



- TETRA is partnering with CarbonFree, a private CO₂ technology company, to bring to market a second-generation carbon mineralization technology
 - » CO₂ capture at the point of emission and crystalizes to produce precipitated calcium carbonate (PCC)
 - » Requires massive volumes of calcium chloride as a key part of the conversion chemistry
 - » CarbonFree successfully mineralized CO₂ in a San Antonio SkyCycle™ pilot plant
- TETRA will bring its global leadership in the production of calcium chloride, supply chain network and technical expertise

CARBONFREE



15 CarbonFree plants = 750,000 MT of CO₂ capture = Current Global Production of Calcium Chloride

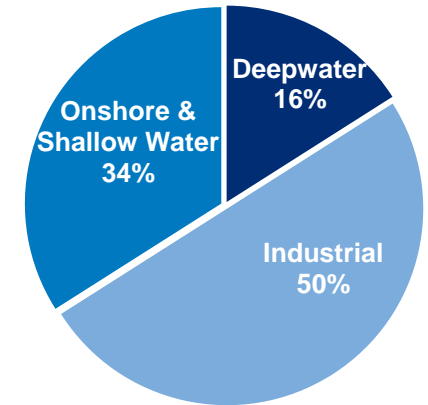
Current Business Segments



Completion Fluids & Products

- Over 30% market share* for high value completion fluids
- Innovation leader with TETRA CS Neptune® fluids
- Global infrastructure with 20-year bromine supply agreement
- Diverse and stable industrial chemicals business

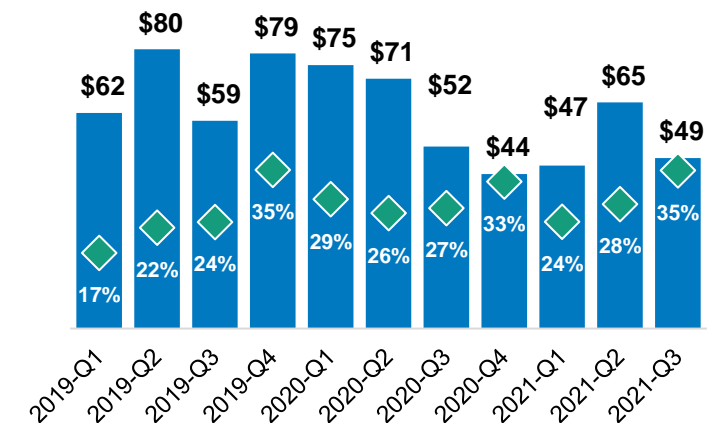
2021-Q3 TTM Completion Fluids & Products Revenue



Water & Flowback Services

- Leading water treatment and recycling position in the Permian Basin
- Compelling integrated water solutions offerings
- Gaining market share with differentiated technologies
- Digitizing field operations, significantly reducing well site costs

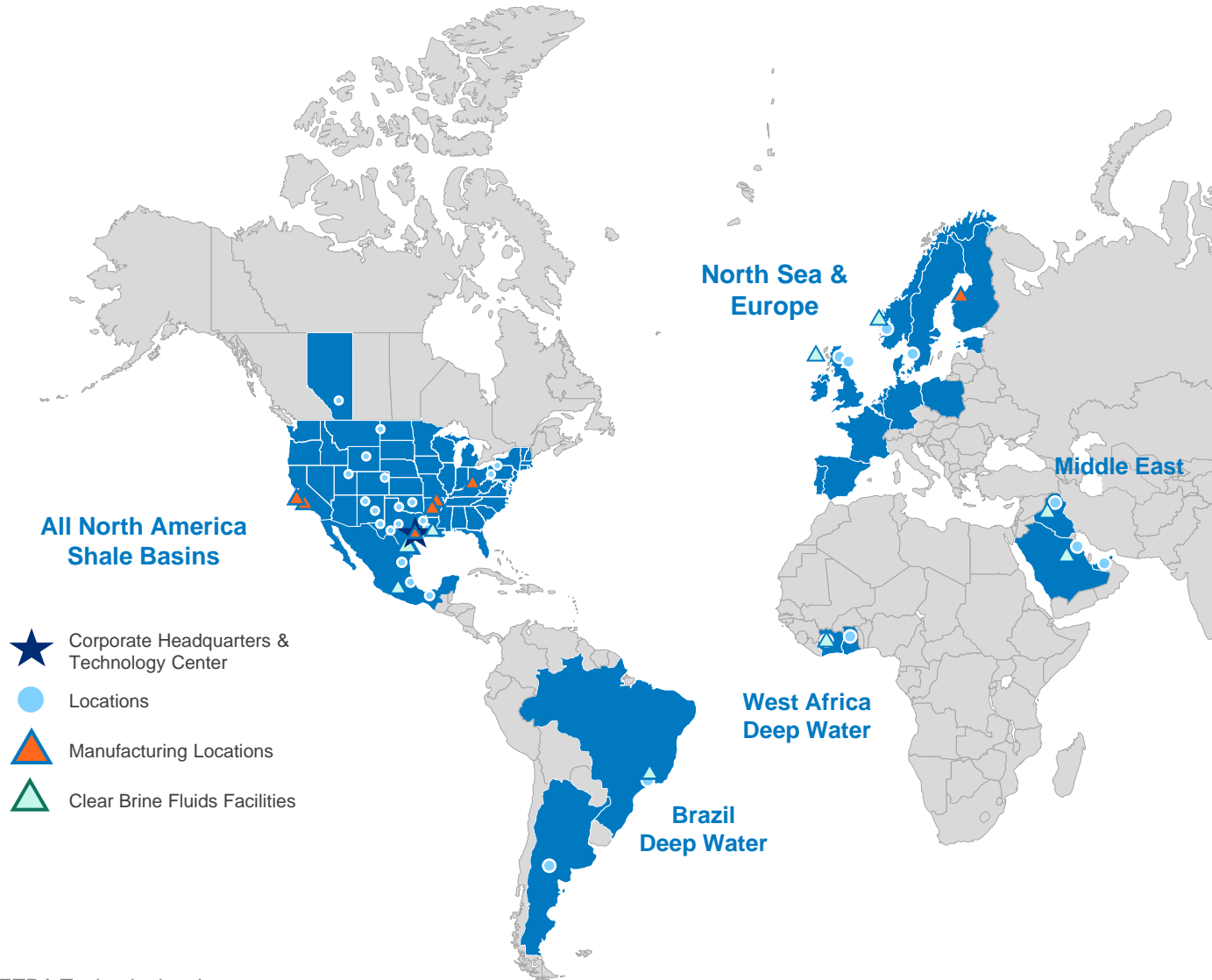
Completion Fluids & Products Revenue and Adjusted EBITDA Margins



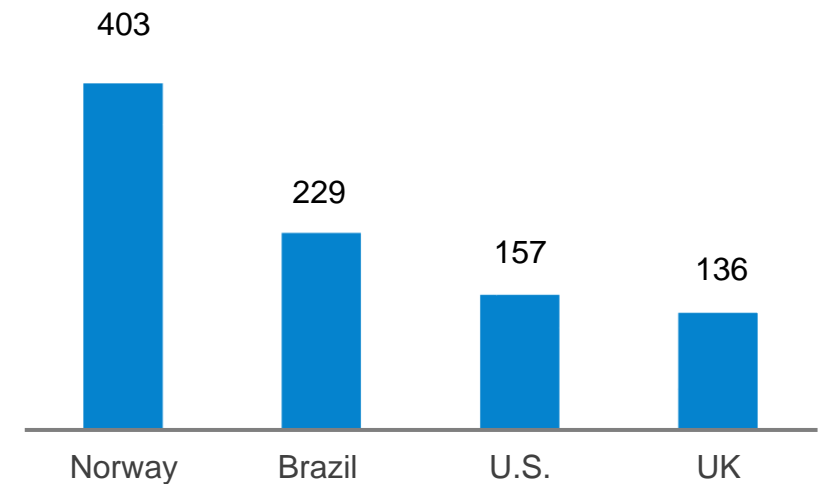
* Management estimate; may not correspond to relevant markets anti-trust law

Adjusted EBITDA and adjusted EBITDA margins are non-GAAP financial measures. See "Non-GAAP Reconciliation" in appendix for more information and reconciliation to net loss

Completion Fluids Global Network



Top Four Countries for Projected Number of Deepwater Wells Between 2021-2025*



- Approximately 291 global deepwater wells completed in 2020
- Estimated 1,630 deepwater wells will be completed over the next 5 years or an average of 332 per year

Source: Rystad

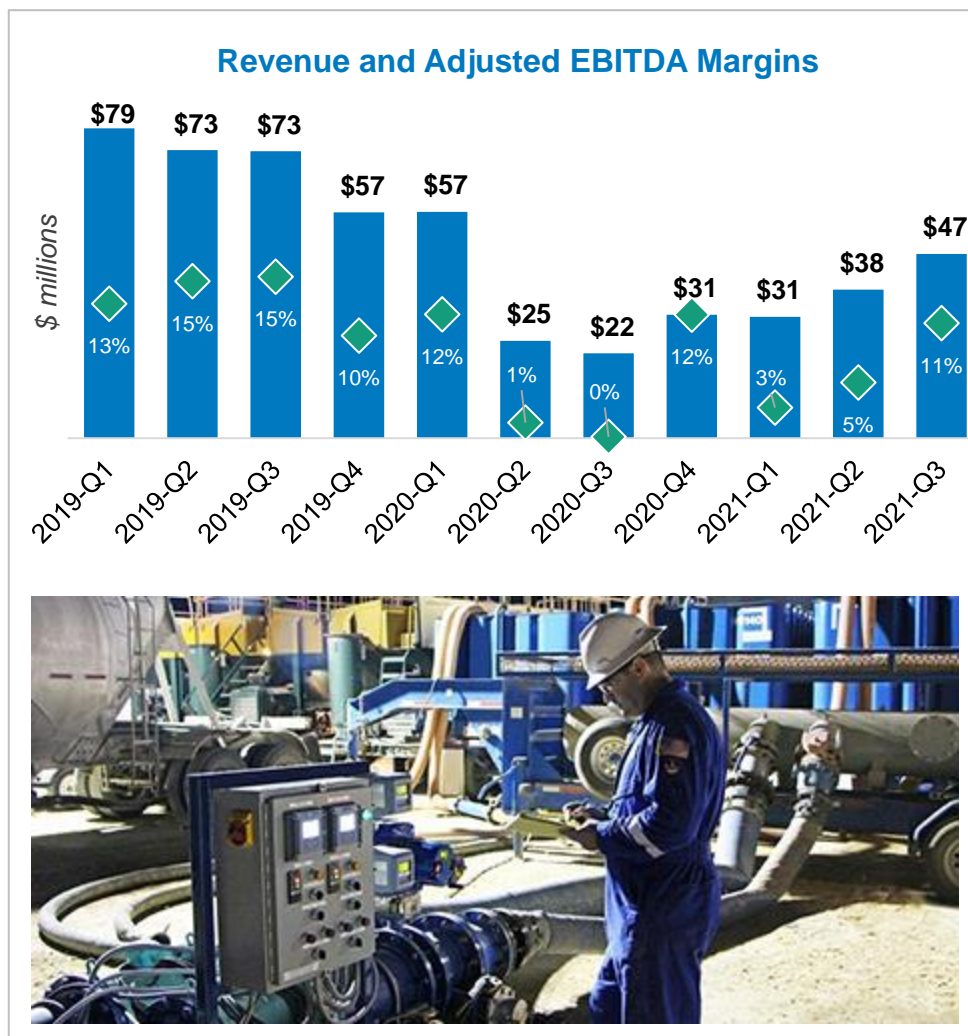
TETRA's Industrial Revenue Streams



- Significant Industrial Chemicals Business
 - » Calcium chloride is a major industrial chemical with a durable demand profile
 - » Largest producer of calcium chloride in Europe
 - Increasing the capacity of calcium chloride plant in Finland by over 25% by mid-2022
 - » 2nd largest producer of calcium chloride in the US
- Competitive advantage as only vertically integrated completion fluids service provider
 - » Long-term bromine and acid supply agreements
 - » Plants and facilities fully built, require minimal capital
 - » Broad global logistics and distribution network
- Non-oil & gas calcium chloride applications, including agriculture, food & beverage, de-icing & dust control and construction Materials



Water & Flowback Services Business Segment



Market share gains due to our technologies, digitizing operations and integrated solutions

- Leading water treatment and recycling business in the Permian Basin
- Compelling integrated water management solution gaining market share
- Digitizing field operations, significantly reducing well site costs
- 2022 Adjusted EBITDA margins targeted to be at pre-COVID levels of 15% on lower revenue as Oil & Gas continues to recover
- Leading SandStorm™ technology completely deployed in Argentina. Securing early production facilities in Argentina
- Launched our 15k high-pressure rated SandStorm™ technology which immediately gained market share in Haynesville

Digitized Integrated Water Management Solution



Automation (Real-Time Monitoring & Control)

Remote operations center provides automated control & monitoring of job-site operations.

TETRA Financial Profile

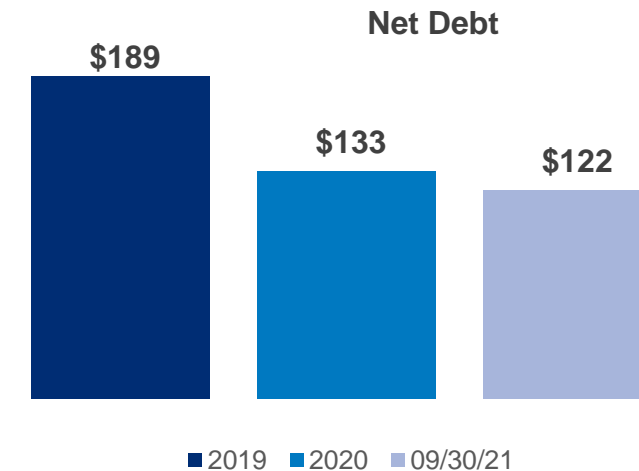


Trailing 12 Months (as of 9/30/21)

Revenue	\$351M
Adjusted EBITDA	\$ 48M
Adjusted EBITDA Margin	13.7%
Adjusted Free Cash Flow	\$ 18M

\$ millions

Improving Balance Sheet



Adjusted EBITDA and adjusted free cash flow positive in the recent downturns as a result of TETRA's balanced business model reflecting onshore and offshore, domestic and international, oil & gas and industrial exposure plus its vertical integration.

Adjusted EBITDA, adjusted EBITDA margins, net debt and adjusted free cash flow are non-GAAP financial measures. See "Non-GAAP Reconciliation" in appendix for more information and reconciliation to net loss

TETRA's Enhanced Capital Structure



- Generated \$17.6M of cash flow from monetizing SLI shares
- Deconsolidation of CSI Compressco allows TETRA to “screen” better
- Added to Russell 2000 in June 2021
- Term loan and ABL mature in 2025



Balance Sheet and Liquidity⁽¹⁾

\$ millions, except ratios and %s

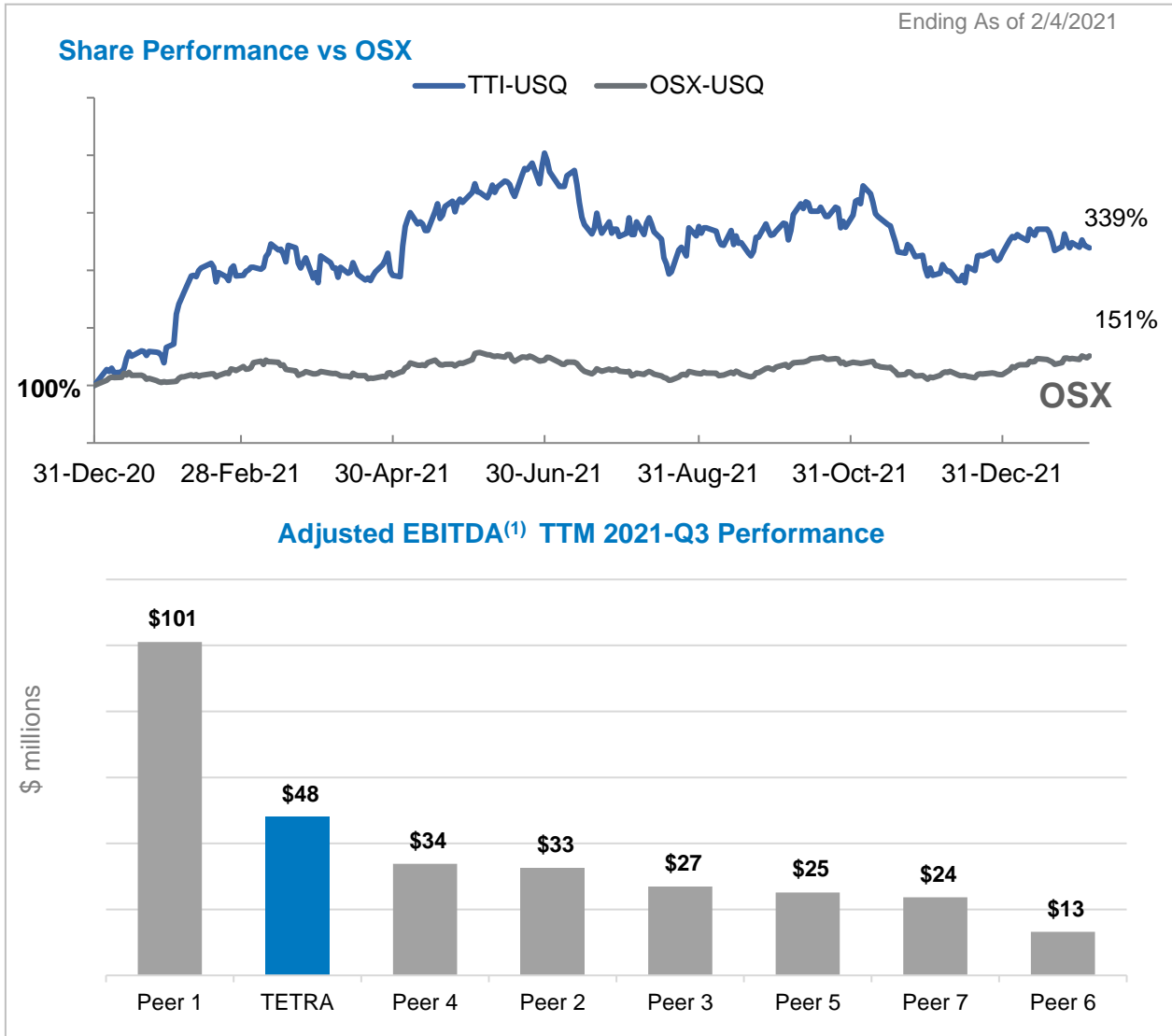
Cash	\$ 42
Debt	
ABL (May, 2025 maturity)	\$ -
Term Loan ⁽²⁾	\$ 164
Net Debt	\$ 122
Market Capitalization	\$ 371
Net Debt/Market Capitalization	33%
Total Liquidity	
Cash	\$ 42
ABL Availability	\$ 48
Total Liquidity	\$ 90

Additionally, TETRA owns 5.2 million common units of CSI Compressco

(1) All metrics as of 9/30/2021 except for market capitalization, which is as of 02/04/2021

(2) Debt is net of financing fees. Gross debt is higher than debt with financing fees

Market Performance & Capital Allocation



Capital Allocation Priorities

- Focused on two core segments targeting organic investments with cash paybacks < 18 months
- Reduce outstanding debt, targeting leverage ratio below 2.0X
- Opportunistically invest in low carbon energy initiatives, including creating JV agreements, and/or funding technology investments
- Constantly evaluate debt markets to extend 2025 maturity and reduce cost of capital

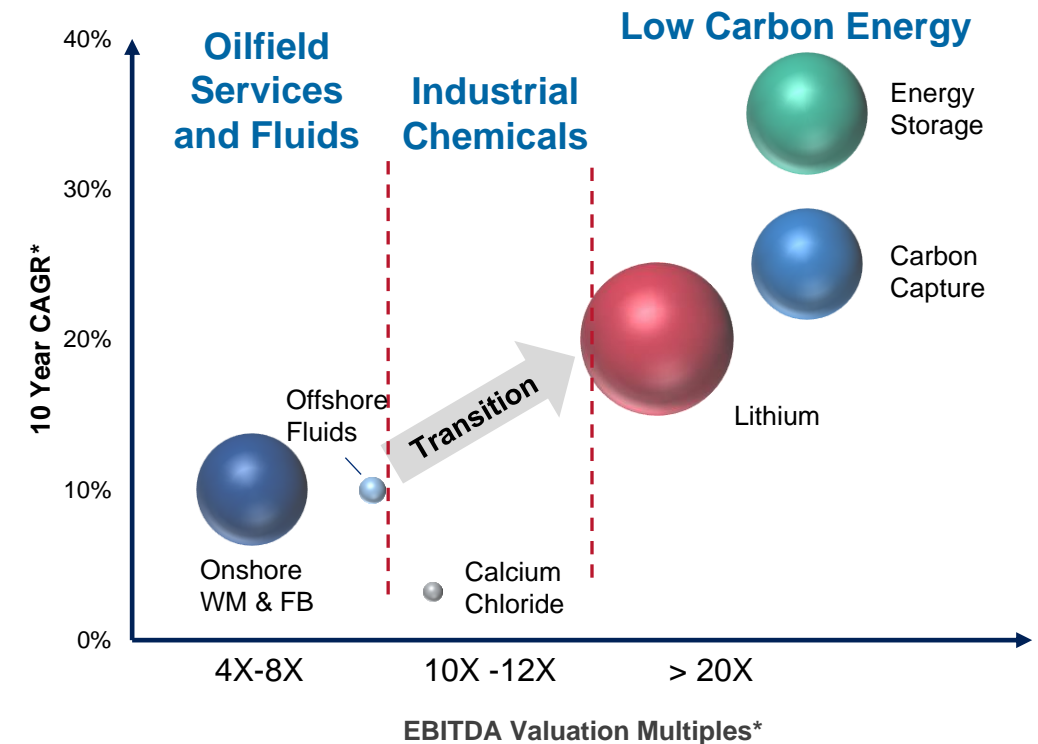
Adjusted EBITDA calculated & communicated by peers and competitors, which include not in sequence NewPark Resources, Inc., Select Energy Services, Inc., CES Energy Solutions Corp, Forum Energy Technologies, Inc., Dril-Quip, Inc, Oil States International, Inc., Solaris Oilfield Infrastructure, Inc.

Investment Highlights



- Build on core competencies of fluids and aqueous chemistry in a Recovering Market
 - » Industry leading position on high value completion fluids
 - » Vertically integrated chemicals business participating in multiple industry segments
 - » Exploit key mineral assets and vertical integration to create growth opportunities outside the O&G market
- Rapidly creating a transition to low carbon energy opportunities with higher growth rates and higher EBITDA multiple valuations
 - » Capital more accessible for low carbon investments
 - » Broader investor base, ESG friendly

Moving TETRA's Earnings Profile to Low Carbon Energy Market Opportunities With Higher Growth Rates and Higher EBITDA Valuations



* Management estimates

Bubble size indicates relative market size, per management estimates



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Appendix



Market Capitalization and Enterprise Value



(thousands, except per share amounts)

Market Capitalization: TTI

Market price per share on 02/04/2022	\$	2.92
Shares outstanding as of 10/29/2021		126,940
Market Capitalization	\$	370,665

Enterprise Value: TTI

Market capitalization based on 02/04/2022		
Stock Price		370,665
Total debt, as of 09/30/2021		164,228
Less: Non-restricted Cash, as of 09/30/2021		(41,863)
Enterprise Value	\$	493,030

Non-GAAP Reconciliation



Completion Fluids & Products - Adjusted EBITDA and Adjusted EBITDA Margin Reconciliation '(\$ in Millions)											
	Q1-19	Q2-19	Q3-19	Q4-19	Q1-20	Q2-20	Q3-20	Q4-20	Q1-21	Q2-21	Q3-21
Income (Loss) Before Taxes	\$6.2	\$14.6	\$11.3	(\$66.1)	\$19.4	\$13.2	\$11.8	\$11.0	\$9.0	\$16.4	\$14.7
Interest Income/Expense	(\$0.2)	(\$0.2)	(\$0.2)	(\$0.2)	(\$0.2)	(\$0.1)	(\$0.3)	(\$0.3)	(\$0.1)	(\$0.2)	(\$0.2)
DD&A	\$3.7	\$3.7	\$3.7	\$2.5	\$1.9	\$1.9	\$1.7	\$1.8	\$1.7	\$1.7	\$1.7
Stock Option expense	-	-	-	-	-	-	-	-	-	-	-
Special Items	\$0.7	(\$0.3)	(\$0.7)	\$91.5	\$0.5	\$3.3	\$0.7	\$1.9	\$0.5	(\$0.1)	\$0.9
Adjusted EBITDA	\$10.4	\$17.9	\$14.0	\$27.7	\$21.6	\$18.3	\$13.9	\$14.4	\$11.0	\$17.9	\$17.1
Revenue	\$61.6	\$79.8	\$59.3	\$78.6	\$75.2	\$71.3	\$52.0	\$44.1	\$46.5	\$64.6	\$48.7
Adjusted EBITDA Margin	16.8%	22.4%	23.7%	35.2%	28.7%	25.7%	26.8%	32.6%	23.7%	27.7%	35.1%

Water & Flowback Services - Adjusted EBITDA and Adjusted EBITDA Margin Reconciliation '(\$ in Millions)											
	Q1-19	Q2-19	Q3-19	Q4-19	Q1-20	Q2-20	Q3-20	Q4-20	Q1-21	Q2-21	Q3-21
Income (Loss) Before Taxes	\$2.2	\$2.5	\$2.6	(\$28.5)	(\$2.2)	(\$8.4)	(\$7.8)	(\$3.4)	(\$5.5)	(\$5.0)	(\$1.8)
Interest Income/Expense	\$0.0	(\$0.0)	(\$0.0)	\$0.0	(\$0.0)	(\$0.0)	(\$0.1)	(\$1.5)	(\$0.5)	\$0.0	\$0.0
DD&A	\$8.3	\$8.9	\$8.6	\$7.7	\$7.4	\$7.6	\$7.6	\$7.8	\$6.9	\$6.1	\$6.2
Stock Option expense	-	-	-	-	-	-	-	-	-	-	-
Special Items	(\$0.4)	(\$0.4)	\$0.1	\$26.3	\$1.6	\$1.2	\$0.3	\$0.9	\$0.0	\$0.9	\$0.7
Adjusted EBITDA	\$10.1	\$10.9	\$11.2	\$5.6	\$6.8	\$0.4	\$0.0	\$3.7	\$0.9	\$2.0	\$5.1
Revenue	\$78.7	\$73.1	\$72.8	\$57.3	\$57.5	\$24.7	\$21.5	\$31.3	\$30.8	\$37.7	\$46.8
Adjusted EBITDA Margin	12.8%	14.9%	15.4%	9.8%	11.8%	1.5%	0.1%	11.8%	2.9%	5.3%	10.9%

Non-GAAP Reconciliation



TTI excl. Disc. Operations - Adj. EBITDA and Ad. EBITDA Margin Reconciliation '(\$ in Mil)

	2019-Q1	2019-Q2	2019-Q3	2019-Q4	2020-Q1	2020-Q2	2020-Q3	2020-Q4	2021-Q1	2021-Q2	2021-Q3	TTM 2021-Q3
Income (Loss) Before Taxes	(\$9.3)	(\$2.2)	(\$4.0)	(\$112.6)	\$3.7	(\$12.1)	(\$9.5)	(\$7.2)	(\$11.8)	(\$5.3)	\$3.1	(\$21.2)
Interest Income/Expense	\$5.2	\$5.5	\$5.3	\$5.3	\$5.3	\$4.6	\$4.3	\$4.0	\$4.4	\$3.9	\$4.1	\$16.4
DD&A	\$12.1	\$12.8	\$12.4	\$10.3	\$9.6	\$9.7	\$9.5	\$9.7	\$8.8	\$8.0	\$8.1	\$34.7
Stock Option expense	\$1.8	\$1.7	\$1.5	\$1.5	\$1.1	\$1.6	\$1.0	\$1.0	\$1.0	\$1.6	\$1.1	\$4.6
Special Items	\$0.6	(\$0.4)	(\$0.3)	\$117.4	\$2.1	\$5.1	\$2.0	\$3.4	\$6.6	\$4.7	(\$1.3)	\$13.5
Adjusted EBITDA	\$10.4	\$17.3	\$14.9	\$21.9	\$21.8	\$8.9	\$7.4	\$11.0	\$9.0	\$13.0	\$15.0	\$48.0
Revenue	\$140.3	\$152.9	\$132.2	\$135.9	\$132.7	\$96.1	\$73.5	\$75.5	\$77.3	\$102.3	\$95.5	\$350.6
Income (Loss) Before Taxes Margin	-6.6%	-1.5%	-3.1%	-82.9%	2.8%	-12.6%	-12.9%	-9.6%	-15.2%	-5.2%	3.2%	-6.0%
Adjusted EBITDA Margin	7.4%	11.3%	11.3%	16.1%	16.5%	9.3%	10.0%	14.6%	11.6%	12.7%	15.7%	13.7%

Non-GAAP Reconciliation



TETRA Net Debt - Reconciliation (In \$ Millions)						
	9/30/21		2020 YE		2019 YE	
Non-restricted cash	\$	41.9	\$	67.3	\$	15.3
Carrying value of long-term debt:						
Asset-based credit agreement	\$	-	\$	-	\$	-
Term credit agreement	\$	164.2	\$	199.9	\$	204.6
Net Debt	\$	122.4	\$	132.6	\$	189.3

Non-GAAP Reconciliation



TETRA only Adjusted Free Cash Flow Reconciliation From Continuing Operations (in \$ Millions)

	2019-Q1	2019-Q2	2019-Q3	2019-Q4	2020-Q1	2020-Q2	2020-Q3	2020-Q4	2021-Q1	2021-Q2	2021-Q3
TTI Consolidated											
Cash from operations	\$ 7.4	\$ 31.0	\$ 46.6	\$ 5.3	\$ 22.2	\$ 38.2	\$ 4.4	\$ 12.1	\$ 5.8	\$ 1.8	\$ 2.8
Capital Expenditures, net of sales proceeds	(32.0)	(27.3)	(27.7)	(8.3)	(11.0)	(3.3)	17.0	4.1	(6.2)	(6.3)	(1.9)
Free Cash Flow before ARO settlements	(24.6)	3.6	19.0	(3.1)	11.2	34.9	21.4	16.2	(0.4)	(4.5)	0.9
CSI Compressco											
Cash from operations	31.6	8.7	27.4	(0.1)	13.4	4.8	(4.5)	7.0	(0.4)	-	-
Capital Expenditures, net of sales proceeds	(23.2)	(16.4)	(20.9)	(4.3)	(6.5)	(1.1)	18.6	(6.3)	(3.0)	-	-
CCLPs Free Cash Flow	8.5	(7.7)	6.6	(4.4)	6.9	3.7	14.1	0.8	(3.4)	-	-
TTI Only											
Cash from operations	(24.2)	22.3	19.2	5.3	8.8	33.4	8.9	5.1	6.2	1.8	2.8
Investment in (sale of) CCLP Compressors	(2.4)	(8.7)	(2.8)	(0.8)	-	-	-	14.2	-	-	-
Capital Expenditures, net of sales proceeds	(8.9)	(10.9)	(6.8)	(4.0)	(4.5)	(2.2)	(1.6)	(3.8)	(3.2)	(6.3)	(1.9)
Free Cash Flow before Discontinued Operations	(35.5)	2.6	9.5	0.5	4.3	31.2	7.3	15.4	3.0	(4.5)	0.9
Distributions from CCLP	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	-	0.1	0.1
Discontinued operations operating activities (adjusted EBITDA)	0.4	0.3	0.0	0.3	(0.0)	(0.2)	0.2	(0.0)	0.0	-	-
Cash from other investments	-	-	-	-	-	-	-	-	2.4	-	-
TTI Only Adjusted Free Cash Flow from Continuing Operations	(\$34.9)	\$3.1	\$9.7	\$1.0	\$4.5	\$31.2	\$7.7	\$15.6	\$5.4	(\$4.5)	\$1.0