# creditrisk HIGH RISK REPORT monitor<sup>®</sup> NINE ENERGY SERVICE INC. 06/29/2021



CreditRiskMonitor's assessment of Nine Energy Service Inc.'s ("Nine Energy") "high risk" status has been determined by a combination of factors:

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## MONTHLY AVERAGE FRISK<sup>®</sup> SCORE

CreditRiskMonitor's proprietary FRISK<sup>®</sup> score signals that Nine Energy (NYSE: NINE) has a 10 to 50 times greater risk of bankruptcy than the average public company.

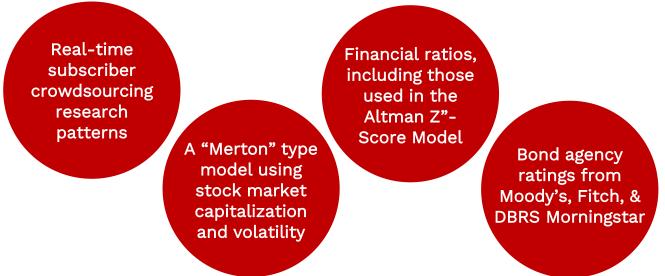


While the risk of bankruptcy varies at each FRISK<sup>®</sup> score, 96% of public companies that eventually go bankrupt enter the FRISK<sup>®</sup> "red zone" prior to filing. A FRISK<sup>®</sup> score of 5 or less is an important warning sign.

\* FRISK® score accuracy of 96% is based on backtesting of U.S. public companies; results may vary by country.

## THE FRISK<sup>®</sup> SCORE COMPONENTS

At the core of the CreditRiskMonitor<sup>®</sup> process is our 96% accurate FRISK<sup>®</sup> score, which indicates a company's level of financial stress on a scale of 1 to 10, based on the probability of bankruptcy over a 12-month horizon. When available, the FRISK<sup>®</sup> score incorporates powerful risk indicators including:



<u>Crowdsourcing</u> has enhanced the accuracy and timeliness of the FRISK<sup>®</sup> score. We collect and analyze data patterns from thousands of CreditRiskMonitor<sup>®</sup> subscribers, including professionals from more than 35% of the Fortune 1000 and other large corporations worldwide.

The crowdsourcing advantage is even more powerful in our FRISK<sup>®</sup> score since many of the professionals who use our service are credit managers:

- Credit managers control one of the largest sources of working capital going into a company
- They are not held to the same "Fair Disclosure" restrictions that prevent non-disclosed information sharing on public companies
- Credit managers use a variety of non-public information sources such as their own company's management and sales representatives to be alerted to concerns in a public company's performance
- It is commonly known credit managers confidentially share information with other credit managers, thus collectively, their behavior helps to provide advanced insight to financial problems in public companies

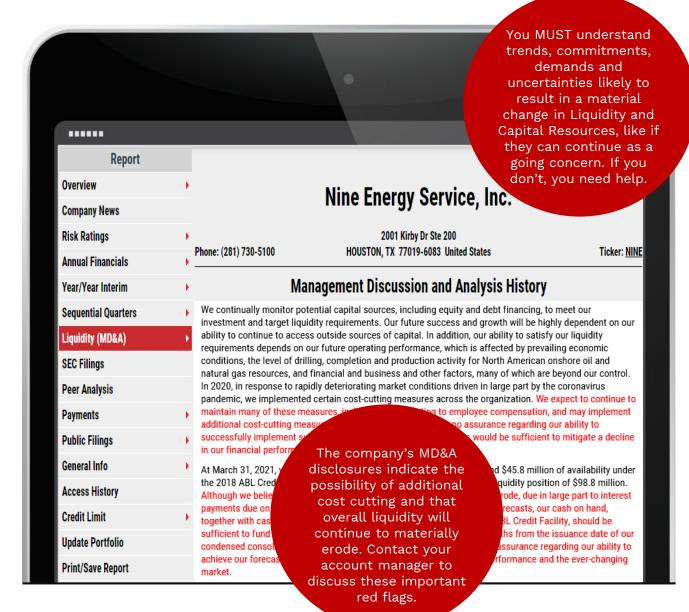
Read more in Credit Research Foundation's quarterly journal article, "Assessing Public Company Financial Risk by Crowdsourcing the Research of Credit Professionals"



### **DO NOT MISS THIS – MANAGEMENT DISCUSSION AND ANALYSIS (MD&A)**

Making misleading or fraudulent statements in an MD&A is <u>against the law</u> – and Sarbanes-Oxley subjects CEOs and CFOs to heavy fines or even <u>jail time</u> for doing so. A vital feature of the CreditRiskMonitor service is the ability to quickly access a Company's Management Discussion and Analysis (MD&A) history. Let it sink in: there are no two people in the world with better knowledge of a company's liquidity risk than the CEO and CFO. More than any credit manager. More than any trade group. And they're personally liable if they're lying.

According to the Financial Accounting Standards Board (FASB), "MD&A should provide a balanced presentation that includes both positive and negative information about the topics discussed."

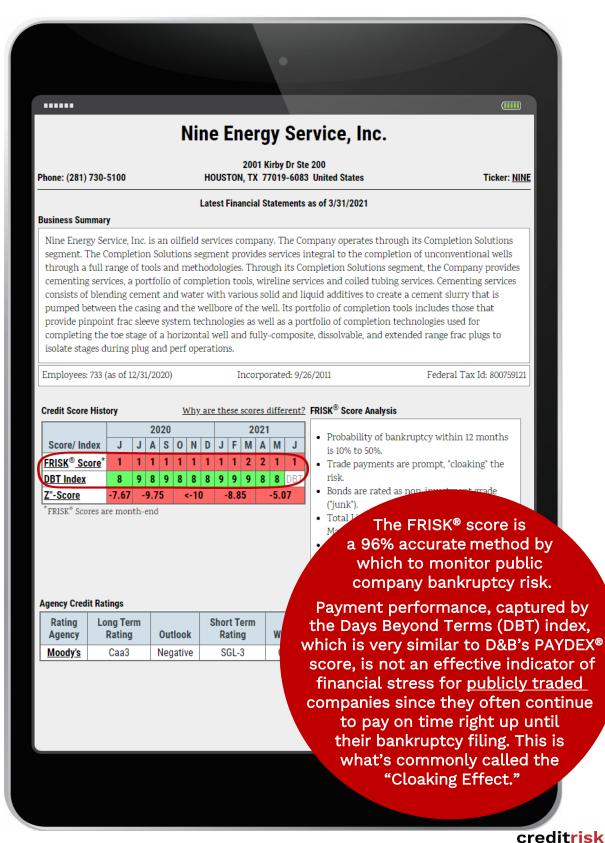


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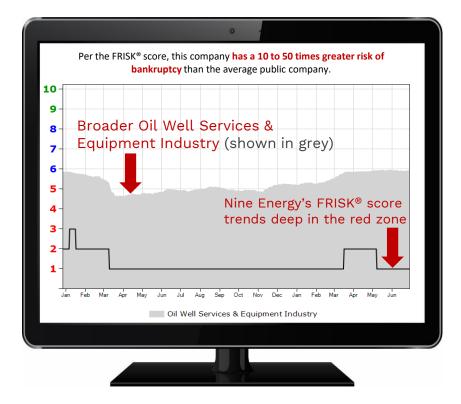
## COMPANY REPORT DETAIL



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## FRISK<sup>®</sup> DEEP DIVE



The FRISK<sup>®</sup> score relative to the broader Oil Well Services & Equipment industry raises an additional red flag signaling heightened risk relative to peers, as well...

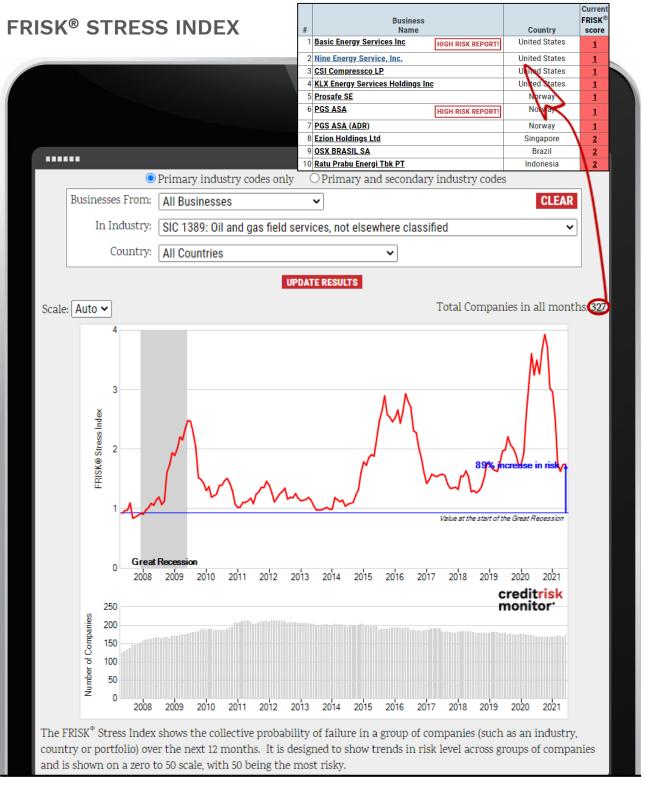
## MAKING IMMEDIATE ATTENTION REQUIRED.

## ADJUSTED MARKET CAP VOLATILITY



One of the inputs of the FRISK<sup>®</sup> score is a company's market cap volatility, adjusted for dividends, over the course of a year. Incorporating this information allows us to capture the "wisdom of markets" on a dailv basis. This ensures our subscribers are getting the most up to date view of the risks they face since stocks tend to be more liquid and faster moving than bond prices and ratings.





# The average probability of failure for SIC code 1389 (Oil & gas field services, not elsewhere classified) has increased 89% since 2007.

Nine Energy is among the weakest names in the industry as evidenced by its FRISK<sup>®</sup> score of 1.



## PEER ANALYSIS ON ALTERNATE SUPPLIERS AND CUSTOMERS

The Peer Analysis			_	_			
expands to provide a							
nking of a company's							
ompetitors, which can							
help provide options							
or alternate suppliers							()
	1		_				
or new customers	Ranking Within	Number Of				-	
Group: 2099	Peer	Peers	Com	pany	Peer Grou		
	Group	Ranked	Valu	e	Low	Median	High
Z-Score	Credit R	-		5.07	1 700 10	1.60	200.45
	305 Performan			-5.07	-1,700.12	1.68	298.45
Net Sales (Thousands of U.S. Dollars)	86		6	Rank		Compony No.	ma
Gross Margin % Of Sales	286	339				Company Na	ine
Gross Margin % Of Sales TTM	316			1 <u>R</u>	<u>unning Fox Resou</u>	<u>rce Corp</u>	
SGA % Of Sales SGA % Of Sales TTM	211 227			2 T	<u>opaz Energy Corp</u>		
Operating Margin % Of Sales	227				lengyang Petroche	mical Logistics	s L td.
Operating Margin % Of Sales TTM	289						
EBITDA Margin Of Sales	109			4 <u>S</u>	<u>ao Mai - Ben Dinh</u>	Petroleum Inv	JSC
EBITDA Margin Of Sales TTM	226				audi Advanced Ind		<u>ny SJSC</u>
Net Profit Margin % Of Sales	272				-6,919.61		1,630.21
Net Profit Margin % Of Sales TTM Pre-tax Income % Of Sales	315 271				-27,965.14 -8,516.73		
Effective Tax Rate	75				-1,560.00		
Depreciation % Of Prop/Plant/Equipment	271			22.74			
Capital Expense % Of Prop/Plant/Equipment	t 175	293		7.09	0.02	5.22	1,813.33
Interest Coverage	178			1.43			
Interest Coverage TTM	211			-0.09	-4,563.75	2.56	1,872.92
Cash Ratio	Liquidity 83			0.99	0.00	0.35	59.21
Quick Ratio	69			1.88			
Current Ratio	65		ſ	Rank		Company Na	
	Efficientc						line
Accounts Receivable Turnover	140				<u> Siprospetsgaz A</u>		
Days Sales Outstanding % of Inventory Financed by Vendors	157			2 3	lino Geophysica	l Co Ltd	
% of Inventory Financed by Vendors TTM		200				icos Group, J	
	196	244		<b>3</b> 31	latural Gas Serv		nc.
Inventory Turnover	196 178			~+	latural Gas Serv		<u>nc.</u>
Inventory Turnover TTM	178 214	316 321		~4 <u>4</u>	<u>Africa Energy Co</u>	<u>rp</u>	<u>nc.</u>
Inventory Turnover TTM Days Sales in Inventory	178 214 178	316 321 298		≁ 4 <u>4</u> 5 <u>0</u>	<u>Africa Energy Co</u> Aiprotyumenneft	<u>rp</u> egaz PAO	
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Nine Energy demonstrates bottom quartile ranking in key financial ratios (shown in red) versus its industry peers.

## **QUARTERLY PERFORMANCE RATIOS**

Poor operating				Weak ir	nterest
margins and				covera	e and
				consi	
recurring net					
losses				cash	burn
Performar		- Sequentia of U.S. Dollars)	al Quarters		
Period Ended	3 mos 3/31/2021	3 mos 12/31/2020	3 mos 9/30/2020	3 mos 6/30/2020	3 mos 3/31/2020
Net Sales \$	\$66,626	\$61,971	\$49,521	\$52,735	\$146,624
% change	7.51%	25.14%	- <u>6.09</u> %	-64.03%	-10.27%
Gross Margin \$	\$4,343	(\$4,992)	(\$2,962)	(\$3,968)	\$20,616
% change	187.00%	-68.53%	25.35%	-119.25%	-11.99%
% of sales	6.52%	-8.06%	-5.98%	-7.52%	14.06%
change as % of incremental sales	200.54%	-16.31%	n/m	n/m	n/m
SG&A \$	\$10,224	\$10,966	\$10,701	\$11,284	\$16,395
% change	-6.77%	2.48%	-5.17%	-31.17%	-19.43%
% of sales	15.35%	17.70%	21.61%	21.40%	11.18%
change as % of incremental sales	-15.94%	2.13%	n/m	n/m	n/m
Operating margin \$	\$319	(\$26,925)	(\$9,481)	(\$15,350)	(\$293,568)
% change	101.18%	-183.99%	38.23%	94.77%	-37.53%
% of sales	0.48%	-43.45%	-19.15%	-29.11%	-200.22%
change as % of incremental sales	585.26%	-140.11%	n/m	n/m	n/m
EBITDA \$	\$12,234	(\$15,123)	\$2,402	(\$2,785)	(\$280,858)
% change % of sales	180.90%	-729.60% -24.40%	186.25% 4.85%	99.01%	-41.82%
	18.36% 587.69%	-24.40% -140.76%		-5.28%	-191.55%
change as % of incremental sales EBIT \$	\$353	(\$26,892)	n/m (\$9,452)	n/m (\$15,350)	n/m (\$293,568)
% change	\$353 101.31%	-184.51%	(\$9,452) 38.42%	94.77%	-37.53%
% of sales	0.53%	-184.51%	-19.09%	-29.11%	-200.22%
change as % of incremental sales	585.28%	-43.39% -140.08%	-19.09% n/m	-29.11% n/m	-200.22% n/m
Pre-tax income \$	(\$8,219)	(\$35,485)	(\$18,539)	(\$24,357)	(\$303,025)
% change	76.84%	-91.41%	23.89%	(\$ <b>24,337)</b> 91.96%	-35.97%
% of sales	-12.34%	-57.26%	-37.44%	-46.19%	-206.67%
change as % of incremental sales	585.74%	-136.11%	-37.44% n/m	-40.19% n/m	-200.07% n/m
Net income (loss) \$	(\$8,246)	(\$35,375)	(\$18,502)	(\$24,171)	(\$300,900)
% change	76,69%	-91.20%	23.45%	91.97%	-36,45%
% of sales	-12.38%	-57.08%	-37.36%	-45.83%	-205.22%
change as % of incremental sales	582.79%	-135.53%	n/m	n/m	n/m
Tax expense \$	\$27	(\$110)	(\$37)	(\$186)	(\$2,125)
Effective tax rate	-0.33%	0.31%	0.20%	0.76%	0.70%
Depreciation expense \$	\$7,789	\$7,678	\$7,763	\$8,449	\$8,541
% of sales	11.69%	12.39%	15.68%	16.02%	5.83%
% of capital expenses	320.80%	324.79%	186.57%	401.00%	1,088.03%
% of PP&E, net (annualized)	22.74%	24.61%	27.69%	28.59%	27.36%
Capital expenditures \$	\$2,428	\$2,364	\$4,161	\$2,107	\$785
% change	2.71%	-43.19%	97.48%	168.41%	-95.11%
% of PP&E, net (annualized)	7.09%	7.58%	14.84%	7.13%	2.51%
% of working capital (annualized)	8.71%	6.85%	10.03%	4.42%	1.53%
Interest coverage ratio	1.43	(1.76)	0.26	(0.30)	(28.58)
% change	181.18%	-767.20%	186.77%	98.94%	-41.85%
Free cash flow \$	(\$7,671)	(\$11,905)	(\$1,880)	(\$493)	(\$40)
% change	35.56%	-533.24%	-281.34%	-1,132.50%	97.44%
Source:	10-Q 5/6/2021	10-K 3/8/2021	10-Q 11/6/2020	10-Q 8/7/2020	10-Q 5/8/2020

# QUARTERLY LEVERAGE RATIOS

Negative tangible net worth indicates all loanable	•			debt 1 rank bottor of oil w	otal to asset s in the n quarti rell serv
llateral has been Leverag	e Ratios - Se (Thousands of U	•	uarters		uipment try peer
reriod Ended	3/31/2021	12/31/2020	9/30/2020	6/30/2020	010112020
Total debt \$	\$319,691	\$345,759	\$346,338	\$368,905	\$381,963
% change	-7.54%	-0.17%	-6.12%	-3.42%	-3.36%
Stockholders' equity \$	\$14,083	\$20,409	\$53,599	\$69,950	\$91,851
% change	-31.00%	-61.92%	-23.38%	-23.84%	-76.44%
Total debt to equity ratio	22.70	16.94	6.46	5.27	4.16
% change	33.99%	162.18%	22.52%	26.82%	310.19%
Tangible net worth \$	(\$114,349)	(\$112,115)	(\$83,016)	(\$70,756)	(\$52,971)
% change	-1.99%	-35.05%	-17.33%	-33.58%	4.23%
Total assets \$	\$419,049	\$442,600	\$438,459	\$468,859	\$535,008
% change	-5.32%	0.94%	-6.48%	-12.36%	-37.12%
Total debt to assets ratio	0.76	0.78	0.79	0.79	0.71
% change	-2.34%	-1.10%	0.39%	10.21%	53.69%
Tangible assets \$	\$290,617	\$310,076	\$301,844	\$328,153	\$390,186
% change	-6.28%	2.73%	-8.02%	-15.90%	-3.83%
Short-term debt \$	\$1,962	\$1,936	\$1,911	\$1,606	\$1,019
% change	1.34%	1.31%	18.99%	57.61%	2.41%
Short-term debt % of total debt	0.61%	0.56%	0.55%	0.44%	0.27%
% change	9.61%	1.47%	26.76%	63.16%	6.00%
Short-term debt % of working capital	1.96%	1.58%	1.25%	0.90%	0.50%
% change	23.97%	26.63%	38.45%	79.45%	4.63%
Total liabilities \$	\$404,966	\$422,191	\$384,860	\$398,909	\$443,157
% change	-4.08%	9.70%	-3.52%	-9.98%	-3.87%
Total liabilities to equity ratio	28.76	20.69	7.18	5.70	4.82
% change	39.01%	188.10%	25.91%	18.20%	308.01%
Total debt to EBITDA ratio (annualized)	6.52	n/a	36.05	n/a	n/a
Source:			10-Q 11/6/2020	10-Q 8/7/2020	10-Q 5/8/2020
	Total liak to equity				

continues to

worsen

## QUARTERLY LIQUIDITY RATIOS AND RATES OF RETURN

Steady decline in working capital	Liquidity Ratio	os - Sequent		sh	ecurring losses rink cash oosition
Period Ended	3/31/2021	12/31/2020	9/30/2020	6/30/2020	3/31/2020
Current assets \$	\$154,137	\$166,163	\$188,598	\$207,308	\$261,661
% change	-7.24%	-11.90%	-9.03%	-20.77%	-2.70%
% of short-term debt	7,856.12%	8,582.80%	9,869.07%	12,908.34%	25,678.21%
Current liabilities \$	\$53,791	\$43,415	\$35,169	\$28,776	\$58,408
% change	23.90%	23.45%	22.22%	-50.73%	-4.59%
Working capital \$	\$100,346	\$122,748	\$153,429	\$178,532	\$203,253
% change	-18.25%	-20.00%	-14.06%	-12.16%	-2.14%
% of sales (annualized)	37.65%	49.52%	77.46%	84.64%	34.66%
Cash \$	\$52,982	\$68,864	\$80,338	\$88,678	\$90,116
% change	-23.06%	-14.28%	-9.40%	-1.60%	-3.09%
% of short-term debt	2,700.41%	3,557.02%	4,203.98%	5,521.67%	8,843.57%
Cash ratio	0.99	1.59	2.28	3.08	1.54
% change	-37.90%	-30.56%	-25.88%	99.73%	1.57%
Quick assets \$	\$101,121	\$110,099	\$115,143	\$128,054	\$182,761
% change	-8.15%	-4.38%	-10.08%	-29.93%	-3.75%
% of short-term debt	5,153.98%	5,686.93%	6,025.27%	7,973.47%	17,935.33%
Quick ratio	1.88	2.54	3.27	4.45	3.13
% change	-25.87%	-22.54%	-26.43%	42.22%	0.88%
Current ratio	2.87	3.83	5.36	7.20	4.48
% change	-25.13%	-28.63%	-25.56%	60.81%	1.98%
Source:	10-Q 5/6/2021	10-К 3/8/2021	10-Q 11/6/2020	10-Q 8/7/2020	10-Q 5/8/2020

Unable to generate any positive returns

Rate of Return - Sequential Quarters

returns	(1110/136	anus or 0.5. Donar	5)		
Clums	3 mos	3 mos	3 mos	3 mos	3 mos
Period Ended	3/31/2021	12/31/2020	9/30/2020	6/30/2020	3/31/2020
Return on equity	-40.40%	-66.00%	-26.45%	-26.32%	-77.18%
% change	38.78%	-149.52%	-0.51%	65.90%	-112.36%
Return on total assets	-1.91%	-8.03%	-4.08%	-4.82%	-43.42%
% change	76.16%	-96.89%	15.31%	88.91%	-90.26%
Return on tangible assets	-2.75%	-11.56%	-5.87%	-6.73%	-75.61%
% change	76.25%	-96.84%	12.72%	91.10%	-54.74%
Source:	10-Q 5/6/2021	10-K 3/8/2021	10-Q 11/6/2020	10-Q 8/7/2020	10-Q 5/8/2020



## YEAR OVER YEAR STATEMENT OF CASH FLOWS

Consecutive net losses Operating cash flow turns negative

	Year-ove	er-Year - S	Standardi	zed - Yea	r to Date
	(Thousands o	of U.S. Dollars)			
	3 mos	3 mos	3 mos	3 mos	3 mos
Period Ended	3/31/2021	3/31/2020	3/31/2019	3/31/2018	3/31/2017
Cash Flows from Operating Activities:					
Net income	(\$8,246)	(\$300,900)	\$17,310	\$1,675	(\$20,714)
Depreciation/depletion	7,789	8,541	13,530	13,109	13,561
Amortization	4,092	4,169	4,688	1,900	2,201
Deferred taxes	0	(1,588)	(478)	(47)	2,166
Non-cash Items	(12,414)	289,399	(8,694)	4,331	2,335
Changes in working capital	3,536	1,124	(20,468)	(3,661)	(9,687)
Total cash from operating activities	(5,243)	745	5,888	17,307	(10,138)
Cash Flows from Investing Activities:					
Capital expenditures	(2,428)	(785)	(20,386)	(6,468)	(10,005)
Other investing cash flow items, total	843	1,320	2,247	1,096	(744)
Total cash from investing activities	(1,585)	535	(18,139)	(5,372)	(10,749)
Cash Flows from Financing Activities:					
Financing cash flow items	(161)	(213)	(82)	(1,385)	(2,668)
Issuance/retirement of stock, net	n/a	0	15	171,916	41,299
	(0.000)	(0.005)			
Issuance/retirement of debt, net	(8,900)	(3,695)	(20,212)	(126,883)	5,228
Issuance/retirement of debt, net Total cash from financing activities	(8,900) (9,061)	(3,695) (3,908)	(20,212) ( <b>20,279)</b>	(126,883) <b>43,648</b>	5,228 <b>43,859</b>
· · · · ·					-
Total cash from financing activities	(9,061)	(3,908)	(20,279)	43,648	43,859
Total cash from financing activities Foreign exchange effects	(9,061) 7	(3,908) (245)	(20,279) 72	43,648 (196)	43,859 (7)
Total cash from financing activities Foreign exchange effects Net change in cash	(9,061) 7 (15,882)	(3,908) (245) (2,873)	(20,279) 72 (32,458)	43,648 (196) 55,387	43,859 (7) 22,965
Total cash from financing activities Foreign exchange effects Net change in cash Net cash-beginning balance	(9,061) 7 (15,882) 68,864	(3,908) (245) (2,873) 92,989	(20,279) 72 (32,458) 63,615	43,648 (196) 55,387 17,513	43,859 (7) 22,965 4,074
Total cash from financing activities Foreign exchange effects Net change in cash Net cash-beginning balance Net cash-ending balance	(9,061) 7 (15,882) 68,864	(3,908) (245) (2,873) 92,989	(20,279) 72 (32,458) 63,615	43,648 (196) 55,387 17,513	43,859 (7) 22,965 4,074
Total cash from financing activities Foreign exchange effects Net change in cash Net cash-beginning balance Net cash-ending balance Supplemental Disclosures:	(9,061) 7 (15,882) 68,864 \$52,982	(3,908) (245) (2,873) 92,989 \$90,116	(20,279) 72 (32,458) 63,615 \$31,157	43,648 (196) 55,387 17,513 \$72,900	43,859 (7) 22,965 4,074 \$27,039 n/a
Total cash from financing activities Foreign exchange effects Net change in cash Net cash-beginning balance Net cash-ending balance Supplemental Disclosures: Cash interest paid	(9,061) 7 (15,882) 68,864 \$52,982 \$1,240	(3,908) (245) (2,873) 92,989 \$90,116 \$748	(20,279) 72 (32,458) 63,615 \$31,157 \$750	43,648 (196) 55,387 17,513 \$72,900 \$2,105	43,859 (7) 22,965 4,074 \$27,039

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