



Solaris Oilfield Infrastructure Announces Fourth Quarter 2021 Results

February 21, 2022

Fourth Quarter 2021 Highlights

- Net income of \$1.1 million, or \$0.01 per diluted Class A share, for the quarter ended December 31, 2021; Adjusted pro forma net income of \$1.0 million, or \$0.02 per diluted share for the quarter ended December 31, 2021
- Adjusted EBITDA of \$9.8 million for the quarter ended December 31, 2021
- Paid a regular quarterly dividend of \$0.105 per share on December 17, 2021

HOUSTON--(BUSINESS WIRE)-- Solaris Oilfield Infrastructure, Inc. (NYSE:SOI) ("Solaris" or the "Company"), a leading independent provider of supply chain management and logistics solutions designed to drive efficiencies and reduce costs for the oil and natural gas industry, today reported financial results for the fourth quarter and full year 2021.

Operational Update and Outlook

During the fourth quarter of 2021, an average of 63 mobile proppant management systems were fully utilized, which was up 7% from average third quarter 2021 levels. Deployed proppant system count during the fourth quarter was 98. For full year 2021, an average of 57 mobile proppant management systems were fully utilized, representing a 27% increase from 45 fully utilized systems averaged in 2020.

"2021 was an exciting year for Solaris. We redeployed systems to meet growing demand and also introduced our new AutoBlend™ integrated e-blender and top fill equipment technologies," Solaris' Chairman and Chief Executive Officer Bill Zartler commented. "Our fourth quarter results demonstrate the early success we are seeing as we begin commercializing these innovative offerings. Given these results, we are even more excited about the prospects for



Solaris reported net income of \$1.1 million, or \$0.01 per diluted Class A share, for fourth quarter 2021, compared to third quarter 2021 net income of \$1.4 million, or \$0.03 per diluted Class A share. Adjusted pro forma net income for fourth quarter 2021 was \$1.0 million, or \$0.02 per fully diluted share, compared to third quarter 2021 adjusted pro forma net loss of \$0.6 million, or \$(0.01) per fully diluted share. A description of adjusted pro forma net income and a reconciliation to net income attributable to Solaris, its most directly comparable generally accepted accounting principles (“GAAP”) measure, and the computation of adjusted pro forma earnings per fully diluted share are provided below.

Revenues were \$46.0 million for fourth quarter 2021, which were down 6% from third quarter 2021, driven by a decrease in last mile trucking logistics activity and modestly offset by the increase in systems deployed.

Adjusted EBITDA for fourth quarter 2021 was \$9.8 million, which was up 27% from third quarter 2021. The increase in Adjusted EBITDA was driven by an increase in the number of fully utilized systems, mix improvement and contribution from new technologies. A description of Adjusted EBITDA and a reconciliation to net income, its most directly comparable GAAP measure, is provided below.

Full Year 2021 Financial Review

Solaris reported net loss of \$1.3 million, or \$(0.04) per diluted Class A share, for full year 2021, compared to full year 2020 net loss of \$51.1 million, or \$(1.03) per diluted Class A share. Adjusted pro forma net loss for full year 2021 was \$2.6 million, or \$(0.06) per fully diluted share, compared to full year 2020 adjusted pro forma net loss of \$6.6 million, or \$(0.15) per fully diluted share.

Revenues were \$159.2 million for full year 2021, which were up 55% from full year 2020, primarily driven by an increase in both systems deployed and last mile logistics activity.

Adjusted EBITDA for full year 2021 was \$30.1 million, which was up 18% from full year 2020.

Capital Expenditures, Free Cash Flow and Liquidity

Capital expenditures in the fourth quarter 2021 were \$5.9 million and for full year 2021 were \$19.6 million. The Company expects maintenance capital expenditures for full year 2022 to be



Free cash flow (defined as net cash provided by operating activities less investment in property, plant and equipment) during fourth quarter 2021 was \$(1.2) million and for full year 2021 was \$(3.2) million. Distributable cash flow (defined as Adjusted EBITDA less maintenance capital expenditures) was approximately \$20 million for full year 2021 and covered full year dividend distributions of approximately \$19 million.

The Company expects to complete an amendment to its revolving credit facility to extend the term through 2025. The total capacity of the credit facility will remain unchanged at \$50 million, with a \$25 million uncommitted accordion option to increase the loan availability to \$75 million. No significant changes are expected to be made to the financial covenants governing the Company's borrowing capabilities.

As of December 31, 2021, the Company had approximately \$36.5 million of cash on the balance sheet. The Company's credit facility remains undrawn, and total liquidity, including availability under the credit facility, was \$86.5 million as of the end of the fourth quarter 2021.

Shareholder Returns

On November 18, 2021, the Company's Board of Directors declared a cash dividend of \$0.105 per share of Class A common stock, which was paid on December 17, 2021 to holders of record as of December 7, 2021. A distribution of \$0.105 per unit was also approved for holders of units in Solaris Oilfield Infrastructure, LLC ("Solaris LLC"). Since initiating the dividend in December 2018, the Company has paid 13 consecutive quarterly dividends. Cumulatively, the Company has returned approximately \$92 million in cash to shareholders through dividends and share repurchases since December 2018.

Conference Call

The Company will host a conference call to discuss its fourth quarter and full year 2021 results on Tuesday, February 22, 2022 at 8:00 a.m. Central Time (9:00 a.m. Eastern Time). To join the conference call from within the United States, participants may dial (844) 413-3978. To join the conference call from outside of the United States, participants may dial (412) 317-6594. When instructed, please ask the operator to be joined to the Solaris Oilfield Infrastructure, Inc. call. Participants are encouraged to log in to the webcast or dial in to the conference call approximately ten minutes prior to the start time. To listen via live webcast, please visit the Investor Relations section of the Company's website at <http://www.solarisoilfield.com>.



Relations section of the Company's website shortly after the conclusion of the call and will remain available for approximately seven days.

About Solaris Oilfield Infrastructure, Inc.

Solaris Oilfield Infrastructure, Inc. (NYSE:SOI) provides mobile equipment that drives supply chain and execution efficiencies in the completion of oil and natural gas wells. Solaris' patented equipment and systems are deployed in many of the most active oil and natural gas basins in the United States. Additional information is available on our website,

www.solarisoilfield.com.

Website Disclosure

We use our website (**www.solarisoilfield.com**) as a routine channel of distribution of company information, including news releases, analyst presentations, and supplemental financial information, as a means of disclosing material non-public information and for complying with our disclosure obligations under the U.S. Securities and Exchange Commission's (the "SEC") Regulation FD. Accordingly, investors should monitor our website in addition to following press releases, SEC filings and public conference calls and webcasts. Additionally, we provide notifications of news or announcements on our investor relations website. Investors and others can receive notifications of new information posted on our investor relations website in real time by signing up for email alerts.

None of the information provided on our website, in our press releases, public conference calls and webcasts, or through social media channels is incorporated by reference into, or deemed to be a part of, this Current Report on Form 8-K or will be incorporated by reference into any other report or document we file with the SEC unless we expressly incorporate any such information by reference, and any references to our website are intended to be inactive textual references only.

Forward Looking Statements

This press release contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended and Section 21E of the Securities Exchange Act of 1934, as amended. Examples of forward-looking statements include, but are not limited to, our business strategy, our industry, our future profitability, the various risks and uncertainties



statements are based on our current expectations and assumptions regarding our business, the economy and other future conditions. Because forward-looking statements relate to the future, by their nature, they are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict. As a result, our actual results may differ materially from those contemplated by the forward-looking statements. Factors that could cause our actual results to differ materially from the results contemplated by such forward-looking statements include, but are not limited to the factors discussed or referenced in our filings made from time to time with the SEC. Readers are cautioned not to place undue reliance on forward-looking statements, which speak only as of the date hereof. Factors or events that could cause our actual results to differ may emerge from time to time, and it is not possible for us to predict all of them. We undertake no obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future developments or otherwise, except as may be required by law.

SOLARIS OILFIELD INFRASTRUCTURE, INC AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF OPERATIONS
(In thousands, except per share data)
(Unaudited)

| | Three Months Ended | | | Year Ended | |
|--|--------------------|--------|---------------|--------------|---------|
| | December 31, | | September 30, | December 31, | |
| | 2021 | 2020 | 2021 | 2021 | 2020 |
| Revenue | 45,964 | 25,276 | 49,377 | 159,189 | 102,976 |
| Operating costs and expenses: | | | | | |
| Cost of services (excluding depreciation and amortization) | 32,658 | 17,330 | 38,460 | 115,459 | 65,764 |
| Depreciation and amortization | 6,923 | 6,643 | 6,842 | 27,210 | 27,021 |
| Selling, general and administrative | 4,934 | 4,269 | 4,760 | 19,264 | 16,481 |



expenses

| | | | | | |
|---|---------|------------|---------|-----------|-------------|
| Operating income (loss) | 1,729 | (3,419) | 2,005 | (387) | (59,900) |
| Interest expense, net | (77) | (198) | (66) | (247) | (162) |
| Total other expense | (77) | (198) | (66) | (247) | (162) |
| Income (loss) before income tax expense | 1,652 | (3,617) | 1,939 | (634) | (60,062) |
| Provision (benefit) for income taxes | 549 | (776) | 507 | 626 | (8,969) |
| Net income (loss) | 1,103 | (2,841) | 1,432 | (1,260) | (51,093) |
| Less: net (income) loss related to non-controlling interests | (465) | 1,405 | (558) | 392 | 21,752 |
| Net income (loss) attributable to Solaris | \$ 638 | \$ (1,436) | \$ 874 | \$ (868) | \$ (29,341) |
| Earnings per share of Class A common stock - basic | \$ 0.01 | \$ (0.06) | \$ 0.03 | \$ (0.04) | \$ (1.03) |
| Earnings per share of Class A common stock - diluted | \$ 0.01 | \$ (0.06) | \$ 0.03 | \$ (0.04) | \$ (1.03) |
| Basic weighted average shares of Class A common stock outstanding | 31,129 | 28,944 | 31,058 | 30,786 | 28,915 |
| Diluted weighted average shares of Class A common stock outstanding | 31,129 | 28,944 | 31,058 | 30,786 | 28,915 |

1) Other operating (income) expenses are primarily related to a gain from employee retention credits, offset by credit losses, loss on sale of assets and costs associated with workforce reductions.



| | December 31, December 31, | |
|---|----------------------------------|------------------|
| | 2021 | 2020 |
| | <hr/> | <hr/> |
| Assets | | |
| Current assets: | | |
| Cash and cash equivalents | \$ 36,497 | \$ 60,366 |
| Accounts receivable, net of allowances for credit losses of \$746 and \$1,099, respectively | 33,120 | 18,243 |
| Prepaid expenses and other current assets | 9,797 | 2,169 |
| Inventories | 1,654 | 954 |
| Total current assets | <hr/> 81,068 | <hr/> 81,732 |
| Property, plant and equipment, net | 240,091 | 245,884 |
| Non-current inventories | 2,676 | 3,318 |
| Operating lease right-of-use assets | 4,182 | 4,708 |
| Goodwill | 13,004 | 13,004 |
| Intangible assets, net | 2,203 | 2,982 |
| Deferred tax assets | 62,942 | 59,805 |
| Other assets | 57 | 463 |
| Total assets | <hr/> \$ 406,223 | <hr/> \$ 411,896 |
| Liabilities and Stockholders' Equity | | |
| Current liabilities: | | |
| Accounts payable | \$ 9,927 | \$ 6,863 |
| Accrued liabilities | 16,918 | 11,986 |
| Current portion of payables related to Tax Receivable Agreement | 1,210 | 606 |
| Current portion of lease liabilities | 717 | 647 |
| Current portion of finance lease liabilities | 31 | 30 |
| Other current liabilities | 496 | 75 |
| Total current liabilities | <hr/> 29,299 | <hr/> 20,207 |



| | | |
|---|------------|------------|
| Other long-term liabilities | 507 | 537 |
| Total liabilities | 108,347 | 96,417 |
| Stockholders' equity: | | |
| Preferred stock, \$0.01 par value, 50,000 shares authorized, none issued and outstanding | — | — |
| Class A common stock, \$0.01 par value, 600,000 shares authorized, 31,146 shares issued and outstanding as of December 31, 2021 and 28,943 shares issued and outstanding as of December 31, 2020 | 312 | 290 |
| Class B common stock, \$0.00 par value, 180,000 shares authorized, 13,770 shares issued and outstanding as of December 30, 2021 and 15,685 issued and outstanding as of December 31, 2020 | — | — |
| Additional paid-in capital | 196,912 | 180,415 |
| Retained earnings | 5,925 | 20,549 |
| Total stockholders' equity attributable to Solaris and members' equity | 203,149 | 201,254 |
| Non-controlling interest | 94,727 | 114,225 |
| Total stockholders' equity | 297,876 | 315,479 |
| Total liabilities and stockholders' equity | \$ 406,223 | \$ 411,896 |

SOLARIS OILFIELD INFRASTRUCTURE, INC AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF CASH FLOWS
(In thousands)
(Unaudited)

| Year Ended December 30, | Three Months Ended December 31, | Three Months Ended September 30, |
|----------------------------|---------------------------------------|---|
|----------------------------|---------------------------------------|---|



Adjustment to reconcile net (loss)

income to net cash provided by
operating activities:

| | | | | |
|-------------------------------------|--------|---------|-------|-------|
| Depreciation and amortization | 27,210 | 27,021 | 6,922 | 6,843 |
| Impairment loss | — | 47,828 | — | — |
| Loss on disposal of asset | 125 | 1,428 | 12 | (4) |
| Stock-based compensation | 5,210 | 4,735 | 1,303 | 1,355 |
| Amortization of debt issuance costs | 176 | 176 | 44 | 44 |
| Allowance for credit losses | 365 | 2,910 | (265) | 31 |
| Deferred income tax expense | 132 | (9,153) | 405 | 334 |
| Other | (150) | (193) | 3 | (8) |

Changes in assets and liabilities:

| | | | | |
|---|----------|---------|---------|---------|
| Accounts receivable | (15,242) | 17,400 | 4,605 | (6,150) |
| Prepaid expenses and other assets | (6,726) | 2,423 | (3,460) | (2,524) |
| Inventories | (978) | (235) | (264) | 371 |
| Accounts payable | 2,959 | 3,051 | (4,117) | (164) |
| Accrued liabilities | 4,652 | (2,445) | (1,515) | 6,096 |
| Net cash provided by operating activities | 16,473 | 43,853 | 4,776 | 7,656 |

Cash flows from investing activities:

| | | | | |
|---|----------|---------|---------|---------|
| Investment in property, plant and equipment | (19,638) | (4,661) | (5,936) | (5,985) |
| Proceeds from disposal of assets | 80 | 786 | 38 | 2 |
| Cash received from insurance proceeds | 34 | 100 | (1) | 29 |
| Net cash used in investing activities | (19,524) | (3,775) | (5,899) | (5,954) |

Cash flows from financing activities:

| | | | | |
|---|----------|----------|---------|---------|
| Distribution and dividend paid to Solaris LLC unitholders and Class A common shareholders | (19,205) | (19,026) | (4,805) | (4,806) |
|---|----------|----------|---------|---------|



| | | | | |
|---|-----------|-----------|-----------|-----------|
| Proceeds from stock option exercises | 13 | 64 | 1 | — |
| Payments for shares withheld for taxes from RSU vesting and cancelled | (786) | (276) | — | (84) |
| Payments related to purchase of treasury stock | — | (454) | — | — |
| Distribution to Solaris LLC unitholders for income tax withholding | (153) | (150) | (153) | — |
| Net cash used in financing activities | (20,818) | (46,594) | (5,211) | (5,147) |
| Net decrease in cash and cash equivalents | (23,869) | (6,516) | (6,334) | (3,445) |
| Cash and cash equivalents at beginning of period | 60,366 | 66,882 | 42,831 | 46,276 |
| Cash and cash equivalents at end of period | \$ 36,497 | \$ 60,366 | \$ 36,497 | \$ 42,831 |
| Non-cash activities | | | | |
| Operating: | | | | |
| Employee retention credit | \$ 1,900 | \$ — | \$ — | \$ 1,900 |
| Investing: | | | | |
| Capitalized depreciation in property, plant and equipment | 3,129 | 613 | 869 | 1,971 |
| Capitalized stock based compensation | 299 | 255 | 71 | 77 |
| Property and equipment additions incurred but not paid at period-end | 206 | 172 | 206 | 323 |
| Property, plant and equipment additions transferred from inventory | 920 | 358 | (38) | 30 |
| Financing: | | | | |
| Insurance premium financing | 246 | — | 246 | 410 |
| Cash paid for: | | | | |
| Interest | 132 | 282 | 33 | 33 |



MEASURES

(In thousands)

(Unaudited)

EBITDA AND ADJUSTED EBITDA

We view EBITDA and Adjusted EBITDA as important indicators of performance. We define EBITDA as net income, plus (i) depreciation and amortization expense, (ii) interest expense and (iii) income tax expense, including franchise taxes. We define Adjusted EBITDA as EBITDA plus (i) stock-based compensation expense and (ii) certain non-cash items and extraordinary, unusual or non-recurring gains, losses or expenses.

We believe that our presentation of EBITDA and Adjusted EBITDA provides useful information to investors in assessing our financial condition and results of operations. Net income is the GAAP measure most directly comparable to EBITDA and Adjusted EBITDA. EBITDA and Adjusted EBITDA should not be considered alternatives to net income presented in accordance with GAAP. Because EBITDA and Adjusted EBITDA may be defined differently by other companies in our industry, our definitions of EBITDA and Adjusted EBITDA may not be comparable to similarly titled measures of other companies, thereby diminishing their utility. The following table presents a reconciliation of net income to EBITDA and Adjusted EBITDA for each of the periods indicated.

| | Three months ended | | | Year ended | |
|-------------------------------|--------------------|------------|---------------|--------------|------------|
| | December 31, | | September 30, | December 31, | |
| | 2021 | 2020 | 2021 | 2021 | 2020 |
| Net income (loss) | \$ 1,103 | \$ (2,841) | \$ 1,432 | \$ (1,260) | \$(51,093) |
| Depreciation and amortization | 6,923 | 6,643 | 6,842 | 27,210 | 27,021 |
| Interest expense, net | 77 | 198 | 66 | 247 | 162 |
| Income taxes (1) | 549 | (776) | 507 | 626 | (8,969) |
| | \$ 8,652 | \$ 3,224 | \$ 8,847 | \$ 26,823 | \$(32,879) |



| | | | | | |
|----------------------------|----------|----------|----------|-----------|-----------|
| Loss on disposal of assets | 12 | (23) | (4) | 125 | 1,428 |
| Impairment loss | — | — | — | — | 47,828 |
| Severance expense | — | 5 | 41 | 41 | 547 |
| Credit losses | (264) | 30 | 30 | 365 | 2,728 |
| Other write-offs (4) | — | 12 | — | — | 601 |
| Transaction costs (5) | 49 | 603 | 385 | 459 | 603 |
| Adjusted EBITDA | \$ 9,787 | \$ 4,854 | \$ 7,662 | \$ 30,066 | \$ 25,591 |

1)Federal and state income taxes.

2)Represents stock-based compensation expense related to restricted stock awards.

3)Employee retention credit as part of Consolidated Appropriations Act of 2021, net of administrative fees.

4)Write-off of certain prepaid and cancelled purchase orders.

5)Costs related to the evaluation of potential acquisitions.

ADJUSTED PRO FORMA NET INCOME AND ADJUSTED PRO FORMA EARNINGS PER FULLY DILUTED SHARE

Adjusted pro forma net income represents net income attributable to Solaris assuming the full exchange of all outstanding membership interests in Solaris LLC not held by Solaris Oilfield Infrastructure, Inc. for shares of Class A common stock, adjusted for certain non-recurring items that the Company doesn't believe directly reflect its core operations and may not be indicative of ongoing business operations. Adjusted pro forma earnings per fully diluted share is calculated by dividing adjusted pro forma net income by the weighted-average shares of Class A common stock outstanding, assuming the full exchange of all outstanding units of Solaris LLC ("Solaris LLC Units"), after giving effect to the dilutive effect of outstanding equity-based awards.

When used in conjunction with GAAP financial measures, adjusted pro forma net income and adjusted pro forma earnings per fully diluted share are supplemental measures of operating performance that the Company believes are useful measures to evaluate performance period over period and relative to its competitors. By assuming the full exchange of all outstanding

operating performance, and excludes items that are non-recurring or may not be indicative of ongoing operating performance.

Adjusted pro forma net income and adjusted pro forma earnings per fully diluted share are not necessarily comparable to similarly titled measures used by other companies due to different methods of calculation. Presentation of adjusted pro forma net income and adjusted pro forma earnings per fully diluted share should not be considered alternatives to net income and earnings per share, as determined under GAAP. While these measures are useful in evaluating the Company's performance, it does not account for the earnings attributable to the non-controlling interest holders and therefore does not provide a complete understanding of the net income attributable to Solaris. Adjusted pro forma net income and adjusted pro forma earnings per fully diluted share should be evaluated in conjunction with GAAP financial results. A reconciliation of adjusted pro forma net income to net income attributable to Solaris, the most directly comparable GAAP measure, and the computation of adjusted pro forma earnings per fully diluted share are set forth below.

| | Three months ended | | | Year ended | |
|--|--------------------|------------|---------------|--------------|-------------|
| | December 31, | | September 30, | December 31, | |
| | 2021 | 2020 | 2021 | 2021 | 2020 |
| Numerator: | | | | | |
| Net income (loss) attributable to Solaris | \$ 638 | \$ (1,436) | \$ 874 | \$ (868) | \$ (29,341) |
| Adjustments: | | | | | |
| Reallocation of net income (loss) attributable to non-controlling interests from the assumed exchange of LLC Interests (1) | 465 | (1,405) | 558 | (392) | (21,752) |
| Employee retention credit (2) | 35 | — | (2,992) | (2,957) | — |
| Loss on disposal of assets | 12 | (23) | (4) | 125 | 1,428 |
| Credit losses | (264) | 30 | 30 | 365 | 2,728 |
| Impairment loss | — | — | — | — | 47,828 |



| | | | | | |
|--|----------|------------|-----------|------------|------------|
| Incremental income tax benefit (expense) | 102 | (155) | 515 | 572 | (5,251) |
| Adjusted pro forma net income (loss) | \$ 1,037 | \$ (2,350) | \$ (593) | \$ (2,555) | \$ (6,639) |
| Denominator: | | | | | |
| Weighted average shares of Class A common stock outstanding | 31,129 | 28,944 | 31,058 | 30,786 | 28,915 |
| Adjustments: | | | | | |
| Assumed exchange of Solaris LLC Units for shares of Class A common stock (1) | 13,785 | 15,683 | 13,819 | 14,034 | 15,842 |
| Adjusted pro forma fully weighted average shares of Class A common stock outstanding - diluted | 44,914 | 44,627 | 44,877 | 44,820 | 44,757 |
| Adjusted pro forma earnings per share - diluted | \$ 0.02 | \$ (0.05) | \$ (0.01) | \$ (0.06) | \$ (0.15) |

(1) Assumes the exchange of all outstanding Solaris LLC Units for shares of Class A common stock at the beginning of the relevant reporting period, resulting in the elimination of the non-controlling interest and recognition of the net income attributable to non-controlling interests.

(2) Employee retention credit as part of Consolidated Appropriations Act of 2021, net of administrative fees.

(3) Write-off of certain prepaid and cancelled purchase orders.

(4) Costs related to the evaluation of potential acquisitions.

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CONTACT US

Our Solutions

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