





# **Barclays CEO Energy-Power Conference**

**September 5-7, 2017** 

NYSE: PUMP

www.propetroservices.com

#### FORWARD-LOOKING STATEMENTS

Certain information included in this presentation constitutes forward-looking statements within the meaning of the Private Securities Litigation Reform Act. These forward-looking statements are subject to numerous risks and uncertainties, many of which are difficult to predict, and generally beyond our control. Actual results may differ materially from those indicated or implied by such forward-looking statements. For information on identified risks and uncertainties that could impact our forecasts, expectations, and results of operations, please review the risk factors and other information disclosed from time to time in our filings with the Securities and Exchange Commission.

This presentation references "Adjusted EBITDA," a non-GAAP financial measure. This non-GAAP measure is not intended to be an alternative to any measure calculated in accordance with GAAP. We believe the presentation of 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 Adjusted EBITDA. Non-GAAP financial measures have important limitations as analytical tools because they exclude some, but not all, items that affect the most directly comparable GAAP financial measures. You should not consider Adjusted EBITDA in isolation or as a substitute for an analysis of our results as reported under GAAP. Further, Adjusted EBITDA may be defined differently by other companies in our industry, and our definition of Adjusted EBITDA may not be comparable to similarly titled measures of other companies, thereby diminishing their utility. A reconciliation of non-GAAP measures to the most directly comparable measures calculated in accordance with GAAP, is set forth in the Appendix hereto.



### **DISCUSSION TOPICS**

- ProPetro at a Glance
- Permian Basin Update
- 2017 Q2 Highlights
- 2017 Q2 Financial Review
- **Fleet Expansion Initiative**
- Unique Positioning
- Outlook

#### **OVERVIEW**

- 100% Frac Operations Permian Concentrated
  - 690,000 HHP\* Spread over 16 Crews
- Over 7x Organic HHP Growth Since 2013<sup>(1)</sup>
- Customer and Employee Focused Business Model

16 Hydraulic Fracturing Units<sup>(2)</sup>

690,000 HHP<sup>(2)</sup>

14 Cementing Units

3 Coiled Tubing Units

10 Acidizing Pumps

Flowback Operations **Permian Focused Customers** 

















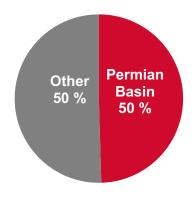




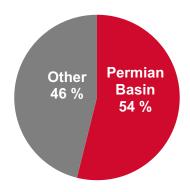
#### PERMIAN MACRO

- Healthy Frac Demand Outpacing HHP Capacity
  - Driven by Recent E&P Acquisitions and Attractive Economics
- Increasing Pricing Leverage for Services
  - Driven by Rig Activity and Short Supply of HHP Capacity
- Mature and Evolving Infrastructure
  - Driven by Historical Activity Levels and New Regional Sand Mines

Total U.S. Onshore
Oil Directed Rig Count: 759\*



Total U.S. Onshore Oil Rigs Added Since Trough (May 2016): 443\*



#### 2017 Q2 HIGHLIGHTS

- Significant financial improvement vs Q1
  - Revenue of \$213.5 MM (24% increase)
  - Net income of \$4.9 MM
  - Adjusted EBITDA of \$30.7 MM (89% higher)
  - Adjusted EBITDA margin grew to 14% from 9%
- Continued frac fleet utilization of 100%
  - Average deployed HHP = 462,033 or 10.9 Crews
- Fleet deployment ahead of schedule
  - Deployed two new build fleets in Q2
  - Post Q2, deployed two additional new build fleets
- Tier 2 engine commitments
- Stainless fluid end conversion on schedule (fully converted in Q4)



#### 2017 Q2 FINANCIAL HIGHLIGHTS

Revenue: \$213.5 MM

**EPS:** \$0.06

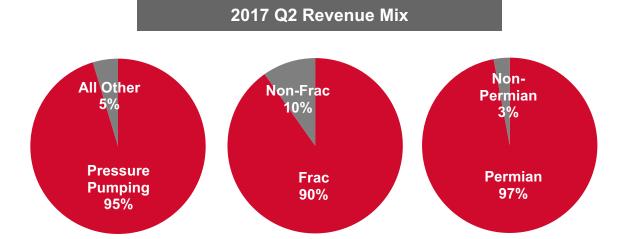
Adjusted EBITDA: \$30.7 MM

Conservative Leverage Profile<sup>(1)</sup>

Cash: \$25.1 MM

Total Debt: \$16.5 MM

Total Liquidity: \$175.1MM <sup>(2)</sup>



<sup>(1)</sup> As of June 30, 2017.

## **FLEET EXPANSION**

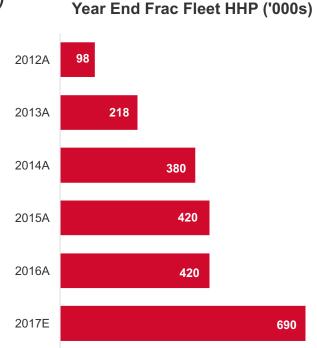
"Due to **strong Permian** demand within our **superior customer base**, we will continue to expand our operations while maintaining **industry leading performance**."

- Dale Redman, CEO
- Hydraulic Fracturing (~690,000 HHP by Year End)

Deployed	Fleets	ННР	Cum HHP			
As of 9/1/16	1-10	420,000	420,000			
5/2/17	11	45,000	465,000			
6/6/17	12	45,000	510,000			
7/14/17	13	45,000	555,000			
End of August	14	45,000	600,000			
Mid Q4	15	45,000	645,000			
End of Q4	16	45,000	690,000			

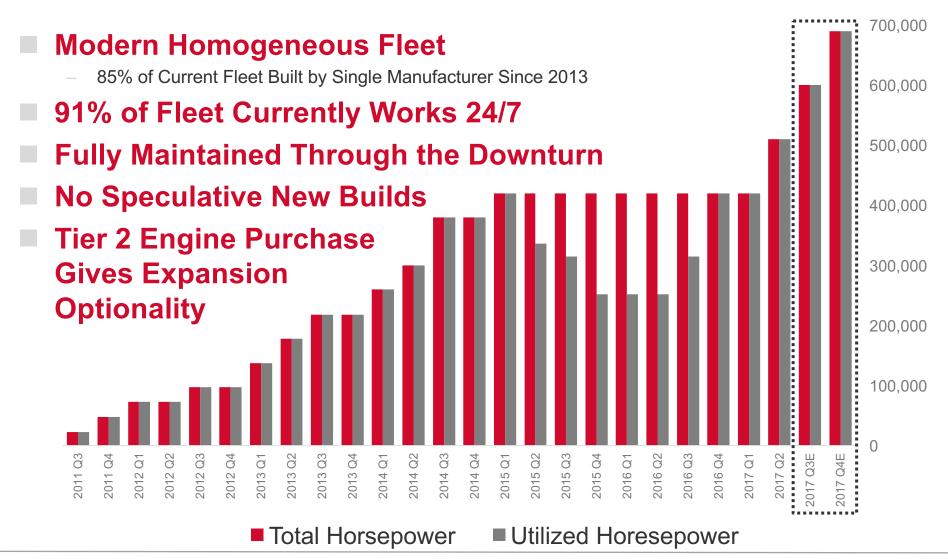
### Cementing

- Deployed first new-build unit in June
- Second new-build unit to be deployed before Q4
- Brings total capacity to 14 units





### HORSEPOWER GROWTH AND UTILIZATION



#### **UNIQUELY POSITIONED FOR SUCCESS**

#### Permian Focus

Positioned in the low cost basin

#### Blue Chip Customers

Large drilling inventories and sizeable rig programs

#### Superior Performance

Consistently outperforming the competition on location

#### Full Calendar

Fully booked calendar well into 2018

#### Strong Balance Sheet

Minimal debt with disciplined capital allocation

#### No Speculative New Builds

Strong customer commitments

#### High Utilization Through Cycles

Great history of battling cyclicality

#### Delaware Upside

Untapped opportunities with current customers and beyond



#### **APPENDIX**







# PROPETRO®



# **CONSOLIDATED & SEGMENT FINANCIALS**

## PROPETRO HOLDING CORP. AND SUBSIDIARY CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS

(In thousands, expect per share data) (Unaudited)

	Three Months Ended								
	June 30	March 31	June 30						
	2017	2017	2016						
REVENUE - Service revenue	\$ 213,492	\$ 171,931	\$ 68,165						
COSTS AND EXPENSES									
Cost of services (exclusive of depreciation and									
amortization)	176,777	149,565	64,849						
General and administrative (inclusive of stock-									
based compensation)	7,916	19,859	5,536						
Depreciation and amortization	12,706	11,151	10,794						
Loss on disposal of assets	9,787	10,442	2,169						
Total costs and expenses	207,186	191,017	83,348						
OPERATING INCOME (LOSS)	6,306	(19,086)	(15,183)						
OTHER INCOME (EXPENSE):									
Interest expense	(650)	(5,175)	(5,977)						
Gain on extinguishment of debt	-		6,975						
Other income (expense)	(627)	26	(14)						
Total other income (expense)	(1,277)	(5,149)	984						
INCOME (LOSS) BEFORE INCOME TAXES	5,029	(24,235)	(14,199)						
INCOME TAX (EXPENSE)/BENEFIT	(108)	(116)	4,905						
NET INCOME (LOSS)	\$ 4,921	\$ (24,351)	\$ (9,294)						
NET INCOME (LOSS) PER COMMON SHARE:									
Basic	\$ 0.06	\$ (0.43)	\$ (0.24)						
Diluted	\$ 0.06	\$ (0.43)	\$ (0.24)						
WEIGHTED AVERAGE COMMON SHARES		. , ,							
OUTSTANDING:									
Basic	83,040	55,996	39,496						
Diluted	86,279	55,996	39,496						

#### **Reportable Segment Information**

Three Months Ended											
June 30, 2017						March 31, 2017					
Р	ressure					F	ressure				_
P	umping	Δ	All Other		Total		Pumping		All Other		Total
\$	203,591	\$	9,901	\$	213,492	\$	163,840	\$	8,091	\$	171,931
\$	31,362	\$	(706)	\$	30,656	\$	16,919	\$	(691)	\$	16,228
\$	11,596	\$	1,110	\$	12,706	\$	9,995	\$	1,156	\$	11,151
\$	86,302	\$	1,047	\$	87,349	\$	55,042	\$	1,419	\$	56,461
	-	\$ 31,362 \$ 11,596	Pressure         Pumping         A           \$ 203,591         \$           \$ 31,362         \$           \$ 11,596         \$	Pressure Pumping         All Other           \$ 203,591         \$ 9,901           \$ 31,362         \$ (706)           \$ 11,596         \$ 1,110	Pressure Pumping         All Other           \$ 203,591         \$ 9,901           \$ 31,362         \$ (706)           \$ 11,596         \$ 1,110	June 30, 2017           Pressure Pumping         All Other         Total           \$ 203,591         \$ 9,901         \$ 213,492           \$ 31,362         \$ (706)         \$ 30,656           \$ 11,596         \$ 1,110         \$ 12,706	June 30, 2017           Pressure Pumping         All Other         Total         F           \$ 203,591         \$ 9,901         \$ 213,492         \$           \$ 31,362         \$ (706)         \$ 30,656         \$           \$ 11,596         \$ 1,110         \$ 12,706         \$	June 30, 2017           Pressure Pumping         All Other         Total         Pressure Pumping           \$ 203,591         \$ 9,901         \$ 213,492         \$ 163,840           \$ 31,362         \$ (706)         \$ 30,656         \$ 16,919           \$ 11,596         \$ 1,110         \$ 12,706         \$ 9,995	June 30, 2017         Mar           Pressure Pumping         All Other         Total         Pressure Pumping           \$ 203,591         \$ 9,901         \$ 213,492         \$ 163,840         \$           \$ 31,362         \$ (706)         \$ 30,656         \$ 16,919         \$           \$ 11,596         \$ 1,110         \$ 12,706         \$ 9,995         \$	June 30, 2017         March 31, 2017           Pressure Pumping         All Other         Total         Pressure Pumping         All Other           \$ 203,591         \$ 9,901         \$ 213,492         \$ 163,840         \$ 8,091           \$ 31,362         \$ (706)         \$ 30,656         \$ 16,919         \$ (691)           \$ 11,596         \$ 1,110         \$ 12,706         \$ 9,995         \$ 1,156	June 30, 2017         March 31, 2017           Pressure Pumping         All Other         Total         Pressure Pumping         All Other           \$ 203,591         \$ 9,901         \$ 213,492         \$ 163,840         \$ 8,091         \$ 31,362         \$ (706)         \$ 30,656         \$ 16,919         \$ (691)         \$ 11,596         \$ 1,110         \$ 12,706         \$ 9,995         \$ 1,156         \$



## **RECONCILIATION OF ADJUSTED EBITDA**

#### Reconciliation of Net Income (Loss) to EBITDA

	Three Months Ended												
		June 30, 2017						March 31, 2017					
		ressure					F	ressure					
(\$ in thousands)	Pumping		All Other		Total		Pumping		All Other			Total	
Net Income (loss)	\$	9,633	\$	(4,712)	\$	4,921	\$	(7,918)	\$	(16,433)	\$	(24,351)	
Depreciation and amortization		11,596		1,110		12,706		9,995		1,156		11,151	
Interest expense		-		650		650		-		5,175		5,175	
Income tax expense		-		108		108		-		116		116	
Loss/(gain) on disposal of assets		9,681		106		9,787		10,709		(267)		10,442	
Stock-based compensation		-		609		609		-		7,369		7,369	
Other expense and legal settlement		-		1,199		1,199		-		(26)		(26)	
Deferred IPO bonus expense		452		224		676		4,133		2,219		6,352	
Adjusted EBITDA	\$	31,362	\$	(706)	\$	30,656	\$	16,919	\$	(691)	\$	16,228	



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