

PROPETRO®

Investor Presentation First Quarter 2024

May 1, 2024



Forward-Looking Statements

Except for historical information contained herein, the statements and information in this presentation, including the oral statements made in connection herewith, are forward-looking statements that are made pursuant to the Safe Harbor Provisions of the Private Securities Litigation Reform Act of 1995. Statements that are predictive in nature, that depend upon or refer to future events or conditions or that include the words “may,” “could,” “plan,” “project,” “budget,” “predict,” “pursue,” “target,” “seek,” “objective,” “believe,” “expect,” “anticipate,” “intend,” “estimate,” “will,” “should” and other expressions that are predictions of, or indicate, future events and trends or that do not relate to historical matters generally identify forward-looking statements. Our forward-looking statements include, among other matters, statements about the supply of and demand for hydrocarbons, our business strategy, industry, projected financial results and future financial performance, expected fleet utilization, sustainability efforts, the future performance of newly improved technology, expected capital expenditures, the impact of such expenditures on our performance and capital programs, our fleet conversion strategy and our share repurchase program. A forward-looking statement may include a statement of the assumptions or bases underlying the forward-looking statement. We believe that we have chosen these assumptions or bases in good faith and that they are reasonable.

Although forward-looking statements reflect our good faith beliefs at the time they are made, forward-looking statements are subject to a number of risks and uncertainties that may cause actual events and results to differ materially from the forward-looking statements. Such risks and uncertainties include the volatility of oil prices, the global macroeconomic uncertainty related to the conflict in the Israel-Gaza region and continued hostilities in the Middle East, including rising tensions with Iran, and the Russia-Ukraine war, general economic conditions, including impact of continued inflation, central bank policy actions, bank failures and the risk of a global recession and other factors described in our Annual Report on Form 10-K and Quarterly Reports on Form 10-Q, particularly the “Risk Factors” sections of such filings, and other filings with the Securities and Exchange Commission (the “SEC”). In addition, we may be subject to currently unforeseen risks that may have a materially adverse impact on us.

Accordingly, no assurances can be given that the actual events and results will not be materially different from the anticipated results described in the forward-looking statements. Readers are cautioned not to place undue reliance on such forward-looking statements and are urged to carefully review and consider the various disclosures made in our Annual Report on Form 10-K, Quarterly Reports on Form 10-Q, and other filings made with the SEC from time to time that disclose risks and uncertainties that may affect our business. The forward-looking statements in this presentation are made as of the date of this presentation. We do not undertake, and expressly disclaim, any duty to publicly update these statements, whether as a result of new information, new developments, or otherwise, except to the extent that disclosure is required by law.

This presentation contains certain measures that are not determined in accordance with GAAP. For a definition of these measures and a reconciliation to the most directly comparable GAAP measure on a historical basis, please see the reconciliations on slide 3.

Non-GAAP Reconciliations

This presentation references “Adjusted EBITDA” and “Free Cash Flow,” which are not financial measures presented in accordance with GAAP. We define EBITDA as net income (loss) plus (i) interest expense, (ii) income tax expense (benefit) and (iii) depreciation and amortization. We define Adjusted EBITDA as EBITDA plus (i) loss (gain) on disposal of assets, (ii) stock-based compensation, (iii) other expense (income), (iv) other unusual or nonrecurring (income) expenses such as costs related to asset acquisitions, insurance recoveries, one-time professional fees and legal settlements and (v) retention bonus and severance expense. We define Free Cash Flow (FCF) as net cash provided by operating activities less net cash used in investing activities. We believe the presentation of these non-GAAP financial measures provide useful information to investors in assessing our financial condition and the results of operations. Net income (loss) is the GAAP measure most directly comparable to Adjusted EBITDA, and net cash from operating activities is the GAAP measure most directly comparable to Free Cash Flow. Non-GAAP financial measures should not be considered as alternatives to the most directly comparable GAAP financial measures. 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 these non-GAAP financial measures in isolation or as a substitute for an analysis of our results as reported under GAAP. Because Adjusted EBITDA and Free Cash Flow may be defined differently by other companies in our industry, our definitions of Adjusted EBITDA and Free Cash Flow may not be comparable to similarly titled measures of other companies, thereby diminishing their utility.

	Three Months Ended	
	March 31, 2024	December 31, 2023
<i>(in thousands)</i>		
Net income (loss)	\$19,930	(\$17,109)
Depreciation and amortization	52,206	56,137
Interest expense	2,029	2,292
Income tax expense (benefit)	9,758	(1,250)
Loss on disposal of assets	6,458	10,898
Stock-based compensation	3,742	3,846
Other (income) expense, net	(1,405)	7,784
Other general and administrative expenses, net	59	1,310
Retention bonus and severance expense	618	360
Adjusted EBITDA	\$93,395	\$64,268

	Three Months Ended	
	March 31, 2024	December 31, 2023
<i>(in thousands)</i>		
Net Cash provided by Operating Activities	\$74,822	\$69,671
Net Cash used in Investing Activities	(33,847)	(71,356)
Free Cash Flow	\$40,975	(\$1,685)

ProPetro's Investment Thesis



Increasing free cash flows
from reduced capex and
targeted M&A



Over \$1 billion invested with
a refreshed asset base, new
technology, and diversified
service offering



Discounted valuation
multiple relative to peers
with no net debt ⁽¹⁾



Exposure in the world's
leading basins for
hydrocarbon production



The "Gold Standard" with
superior field performance
for leading customers



FORCESM electric hydraulic
fracturing fleets with four
fleets under contract

(1) Exclusive of finance leases incurred in connection with customer contracts.



PROPETRO

DGB

Company Snapshot

Premium oilfield services leader in the Permian Basin providing complementary completions services in Hydraulic Fracturing, Cementing, and Wireline to leading upstream oil and gas producers



PROPETRO

NYSE

PUMP

1Q24 Revenue

\$406 million

1Q24 Net Income

\$20 million

1Q24 Adjusted EBITDA ⁽¹⁾

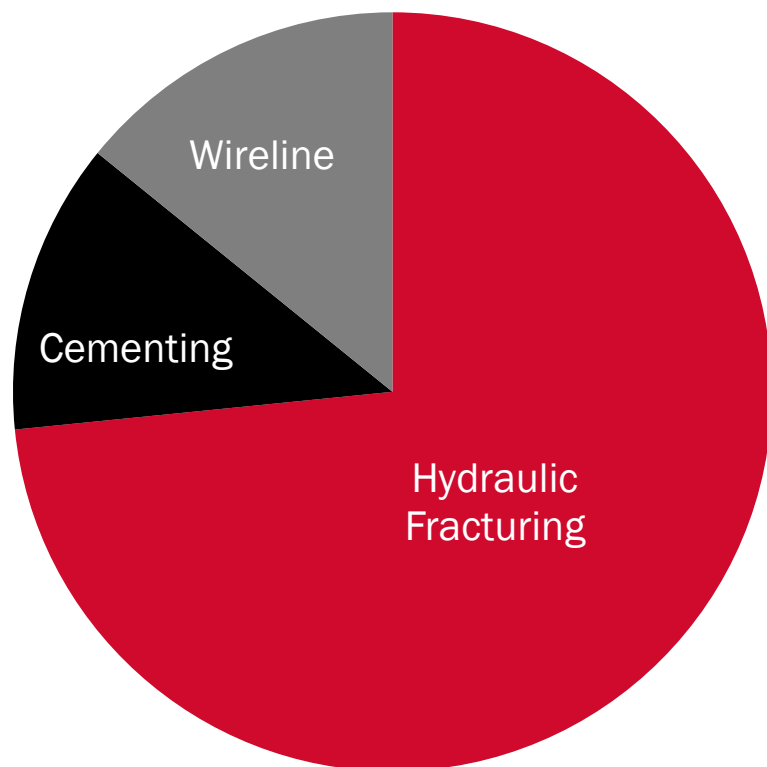
\$93 million

Headquartered in the Land of Reliable Energy,

Midland, Texas

(1) Adjusted EBITDA is a non-GAAP financial measure; see the reconciliation to Net Income on the "Non-GAAP Reconciliations" slide.

2024e REVENUE MIX BY SERVICE LINE



NOTE: "e" indicates management estimate.



Recent Highlights & Our Strategy

- ✓ Sequential improvements: 1Q24 Revenues +17%, Adjusted EBITDA +45% with increasing free cash flows
- ✓ Contracted two **FORCESM** electric hydraulic fracturing fleets and **Silvertip** wireline services on three-year contracts with ExxonMobil
- ✓ Repurchased and retired 8.8 million shares since May 2023 representing ~90% of the number of shares issued for **Silvertip** acquisition
- ✓ \$100 million increase to the share repurchase program to \$200 million and extended term to May 2025
- ✓ Investments made in 2021–2023 expected to drive significant ROI beginning in 2024
- ✓ Strong liquidity with no net debt and no debt maturities until 2028



Optimize
and
industrialize



Fleet transition



Innovative
technologies



Opportunistic
strategic
transactions



Strong
financial
foundation



Generate
more durable
earnings and
increase free
cash flow

A Strategy Yielding Results

1Q24 benefitted from our customers reinitiating their dedicated fleets and the realization of our strategy. These factors drove robust quarterly financial results including lower capital expenditures, growing free cash flow, and strong liquidity.

Financial Highlights: Strong Sequential Improvement

(in millions except %'s and per share data)	TOTAL REVENUE	NET INCOME	EARNINGS PER SHARE ⁽¹⁾	ADJUSTED EBITDA ⁽²⁾⁽³⁾	CASH FLOW FROM OPERATIONS	FREE CASH FLOW ⁽²⁾	TOTAL LIQUIDITY ⁽⁴⁾
1Q24	\$406	\$20	\$0.18	\$93	\$75	\$41	\$202
4Q23	\$348	(\$17)	(\$0.16)	\$64	\$70	(\$2)	\$134
	+17%	+\$37	+\$0.34	+45%	+\$5	+\$43	+\$68
				50% incremental Adj. EBITDA margin ⁽⁵⁾			~\$74 million worth of shares repurchased (8.8 million shares retired) since May '23

(1) Earnings per share metrics are calculated using a fully diluted share count of 110 million and 109 million for 4Q23 and 1Q24, respectively.

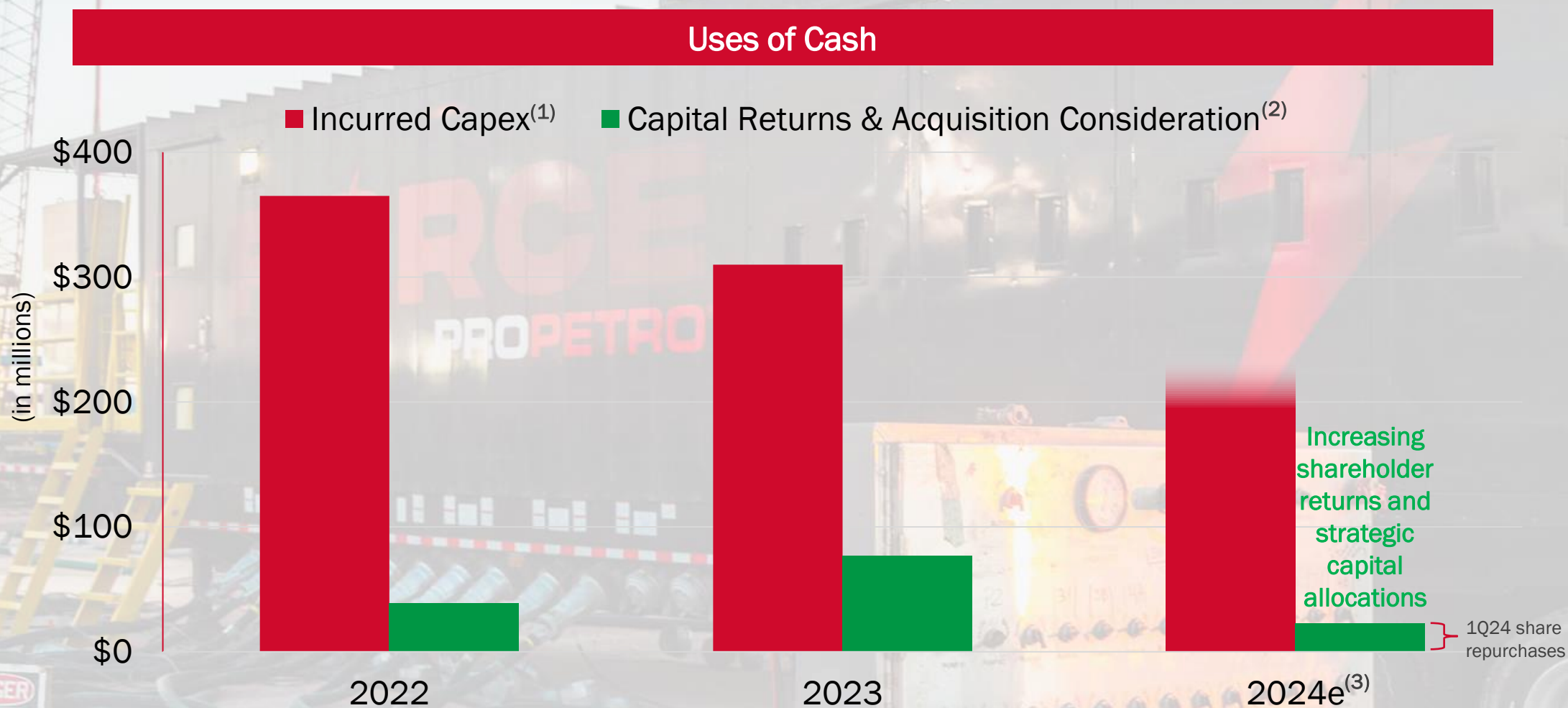
(2) Adjusted EBITDA and Free Cash Flow are non-GAAP financial measures; see the reconciliation to Net Income on the "Non-GAAP Reconciliation" slide.

(3) Inclusive of operating lease expense related to **FORCESM** fleets of \$4 million and \$9 million for 4Q23 and 1Q24, respectively.

(4) Inclusive of cash and available capacity (availability) under our revolving credit facility as of the period end.

(5) Change in Adjusted EBITDA divided by change in Revenues.

A Strategy That's Working to High-Grade Capital Allocations



(1) Incurred Capex is as reported in our Form 10-K in 11. Reportable Segment Information.

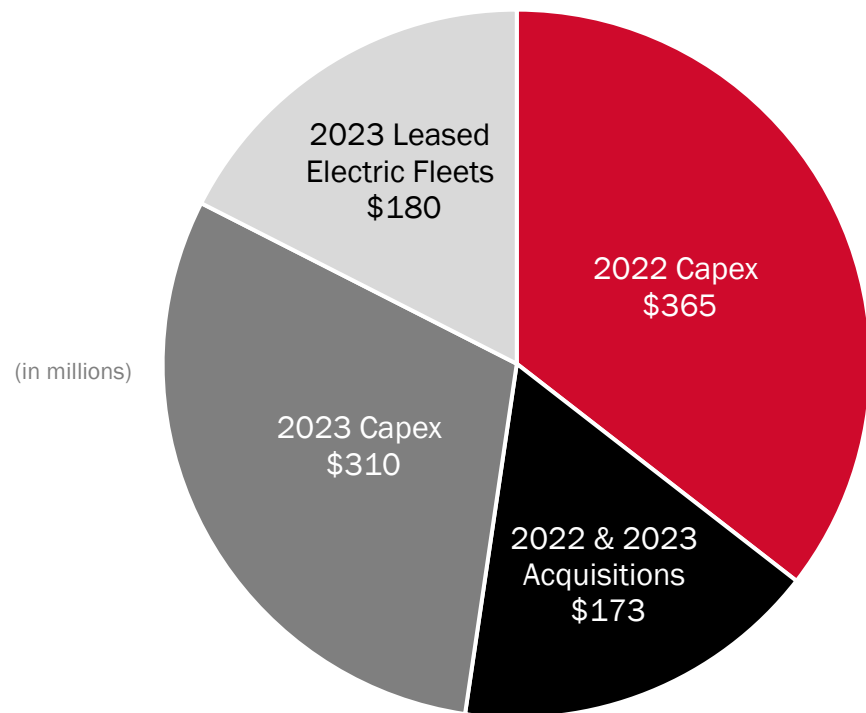
(2) Capital Returns and Acquisition Consideration includes cash used for these purposes from the Statement of Cash Flows.

(3) 2024e represents the lower end of our guidance range for Incurred Capex with green shading representing 1Q24 actual share repurchases.

Investing in Our Future

OVER \$1 BILLION INVESTED IN 2022 AND 2023

- Transformation of our frac fleet to Next-Generation Tier IV DGB dual-fuel and **FORCESM** electric to create the youngest and most desirable fleet in the industry
- Acquired high EBITDA to free cash flow conversion businesses



NOTE: Capex represents actual incurred; acquisitions include Silvertip in 2022 and Par Five in 2023; 2023 Leased Electric Fleets represents management estimate of equipment cost for **FORCESM** fleets one through four.

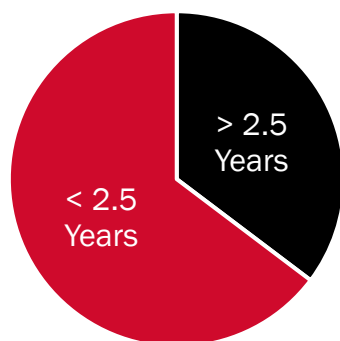


Our New Next-Generation Fleet Transformation – Dual-Fuel and FORCESM Electric

TRANSFORMATION OF OUR FLEET

- One of the youngest and most desirable fleets in the industry with Tier IV DGB dual-fuel and electric technology

Fleet Age (1H24e)



- Using natural gas can result in annualized savings of \$10 million to \$20+ million due to the diesel/natural gas cost differences
- Our fleets represent residual natural gas takeaway capacity for our customers

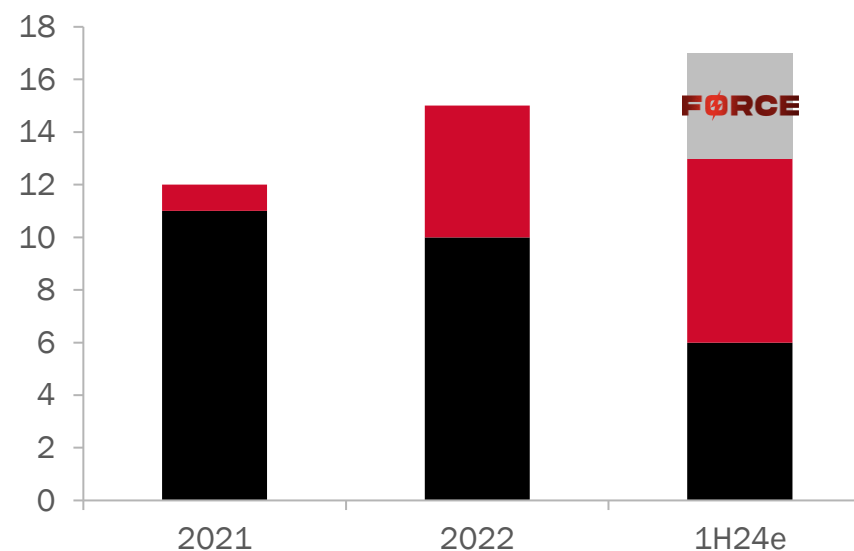
NOTE: "e" indicates management estimate.

DUAL-FUEL AND ELECTRIC FLEETS

- Tier IV DGB dual-fuel fleets that use natural gas
- **FORCE**SM electric-powered frac fleets with four fleets now under contract
- Lower capital intensity with higher operating efficiency
- Customers are willing to pay a premium for fuel savings and lower emissions

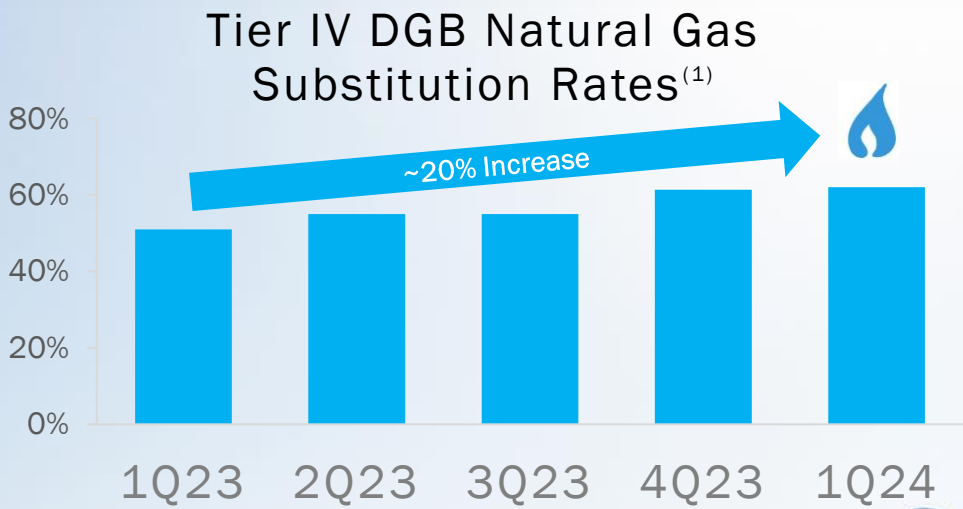
Fleet Configuration

■ Tier II Diesel ■ Tier IV Dual-Fuel ■ **FORCE**Electric



FORCE

Tier IV DGB Dual-Fuel Fleet Performance



- ✓ Using natural gas to reduce costs and lower emissions for customers
- ✓ Fleets utilizing CNG are delivering 60-70% substitution rates
- ✓ Seven Tier IV DGB fleets

(1) Represents the substitution rate of gallons of diesel displaced in the ProPetro fleet. Calculated as (natural gas consumption * 7.8) / (diesel displaced + diesel consumed).



- ✓ Three FORCESM fleets operating with a fourth to be deployed by June 2024
- ✓ High equipment reliability, proven performance, and lower capital intensity
- ✓ Power source agnostic – powered by natural gas generators or electric grid power
- ✓ Lower emissions, quiet operations, and smaller operational footprint
- ✓ Significant fuel savings and ~100% diesel displacement
- ✓ Contracts supporting deployments of each fleet



Acquisition of Silvertip Completion Services completed in November 2022

SILVERTIP COMPLETION SERVICES



Provider of wireline perforating and pumpdown services across the Permian Basin



Headquarters
Midland, TX



~320
employees

Wireline Services

- Owns and operates 24 wireline units, all of which have been recently refurbished

Pumpdown Services

- Owns and operates 16 pumpdown spreads

Note: Adjusted EBITDA is a non-GAAP financial measure. The Company is unable to provide a reconciliation of the forward-looking non-GAAP financial measure, Adjusted EBITDA, to its most directly comparable GAAP financial measure, net income, as the information necessary for a quantitative reconciliation is not available to the Company without unreasonable efforts due to the inherent difficulty and impracticability of predicting certain amounts required by GAAP with a reasonable degree of accuracy.

(1) Inclusive of \$30 million cash plus equity (deducting assumed debt and other transaction fees and adjustments) divided by the volume-weighted average share price for the 15-day period ending October 27, 2022.

(2) Management forecast. Such data is illustrative and should not be relied upon as an indication of future financial performance or the operating results.

Purchase Price

\$148 million

2024e
Adjusted EBITDA ⁽²⁾

\$40-50 million

Equity Consideration ⁽¹⁾

**10.1 million
shares of PUMP**

Adjusted EBITDA-to-Cash
Flow Conversion Rate ⁽²⁾

~80%



Highly complementary completions service offering



Substantial free cash flow generation



Reduces future capital spending



Complementary cultures, operating philosophy & geographic focus



Horizontal integration and service diversification

Acquisition of Par Five Energy Services completed in December 2023



Provider of premier
cementing services
in the Delaware
Basin



Headquarters
Artesia, NM



~100
employees

Cementing Services

- Owns and operates 14 cementing spreads servicing leading oil and gas producers in southeastern New Mexico

Note: Adjusted EBITDA is a non-GAAP financial measure. The Company is unable to provide a reconciliation of the forward-looking non-GAAP financial measure, Adjusted EBITDA, to its most directly comparable GAAP financial measure, net income, as the information necessary for a quantitative reconciliation is not available to the Company without unreasonable efforts due to the inherent difficulty and impracticability of predicting certain amounts required by GAAP with a reasonable degree of accuracy.

(1) Inclusive of a \$3 million deferred payment.

(2) Management forecast. Such data is illustrative and should not be relied upon as an indication of future financial performance or the operating results.

Purchase Price ⁽¹⁾

\$25 million

2024e
Adjusted EBITDA ⁽²⁾

\$10-15 million

Purchase Consideration

Cash

Adjusted EBITDA-to-Cash
Flow Conversion Rate ⁽²⁾

~90%



Highly complementary completions service offering



Substantial free cash flow generation



Best-in-class cement lab and bulk plant facilities in the Delaware Basin



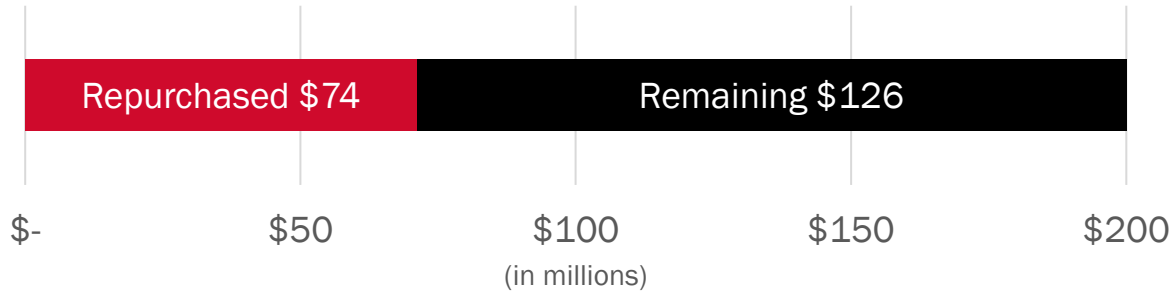
Complementary cultures, operating philosophy & geographic focus



Excess capacity can leverage ProPetro's commercial architecture

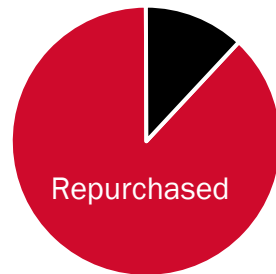
Capital Returns: Conviction in Our Strategy

\$200 MILLION SHARE REPURCHASE PROGRAM



- Increased plan by \$100 million on April 24, 2024, and extended plan to May 2025 ⁽¹⁾
- Repurchase highlights:
 - Retired 8.8 million shares since inception through March 31, 2024
 - Purchased at an average cost per share of \$8.47 since inception

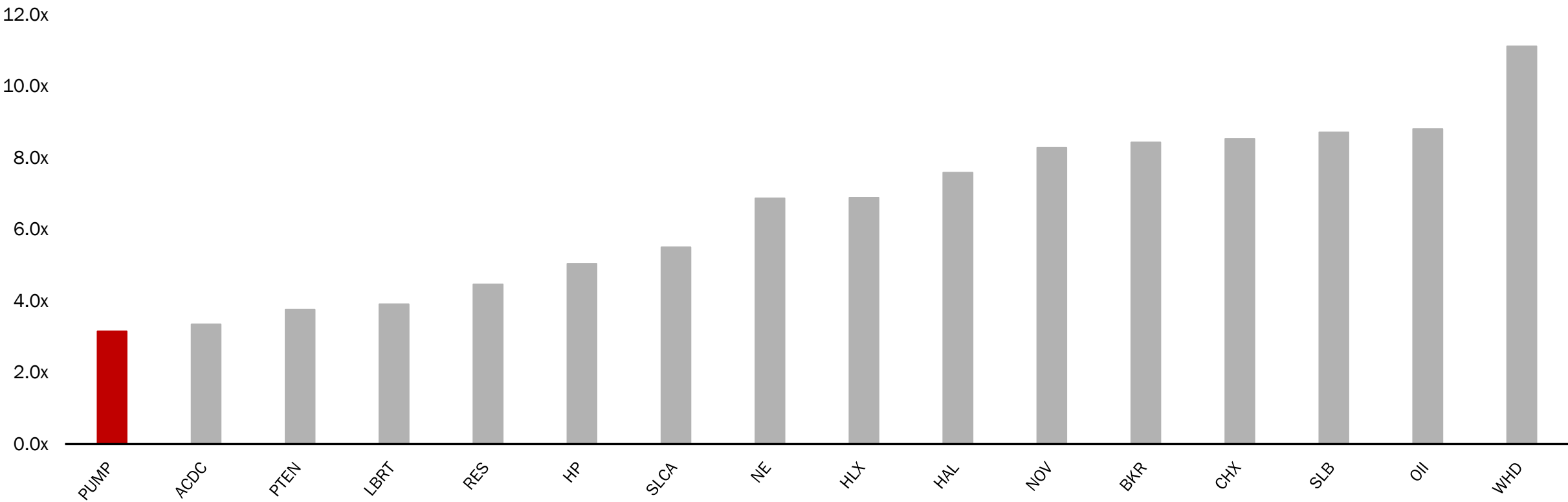
Repurchased and retired ~90% of the number of shares issued in the Silvertip Acquisition at a discount and the franchise continues to perform and generate consistent free cash flow.



(1) Share repurchases will be dependent on working capital requirements, liquidity, market conditions, share price, and other factors.



ENTERPRISE VALUE TO 2024E EBITDA



Source: Bloomberg as of April 29, 2024.

ProPetro as well as our direct peers in the pressure pumping space continue to be valued at a discount relative to other oilfield service companies.

Transforming to an Industrialized Model: Valuation Indices Comparison

OIL SERVICES INDEX (OIH) VS. INDUSTRIAL SECTOR INDEX (IXI)



Dislocation of OFS Stocks

- × Excess and undisciplined capital availability and resulting overbuild
- × History of capital destruction under obsolete EBITDA growth model
- × Bias against hydrocarbons
- × Amplitude of industry cycles
- × Resulting flight of capital and investors

Reason for Multiple Rerate for OFS Stocks

- ✓ Improved capital discipline and industry consolidation
- ✓ Increasing deployment of industrial technologies and processes and emerging contracting environment
- ✓ Greater / improved focus on cash flow generation (FCFPS)
- ✓ Capacity constrained / attrition
- ✓ Low-growth / sustainable operating model

PRE-COVID PANDEMIC INDUSTRY DYNAMICS



Booming global economy



Higher relative refining capacity



Limited shareholder and corporate pressure for Environmental and other ESG-related causes



Robust capital markets and associated capital access

CURRENT INDUSTRY DYNAMICS

Oil supply is expected to remain suppressed due to insufficient capital spending, ongoing geo-political conflicts, and OPEC+ remaining disciplined.

Energy demand has largely rebounded from pandemic-related impacts, although not fully in certain areas of the globe (e.g., China).

Strong balance sheets and capital discipline are the new normal for oil and gas production and service companies.

Capital markets largely avoid oil and gas as private equity groups are chasing “transition energy” and debt markets are effectively closed.

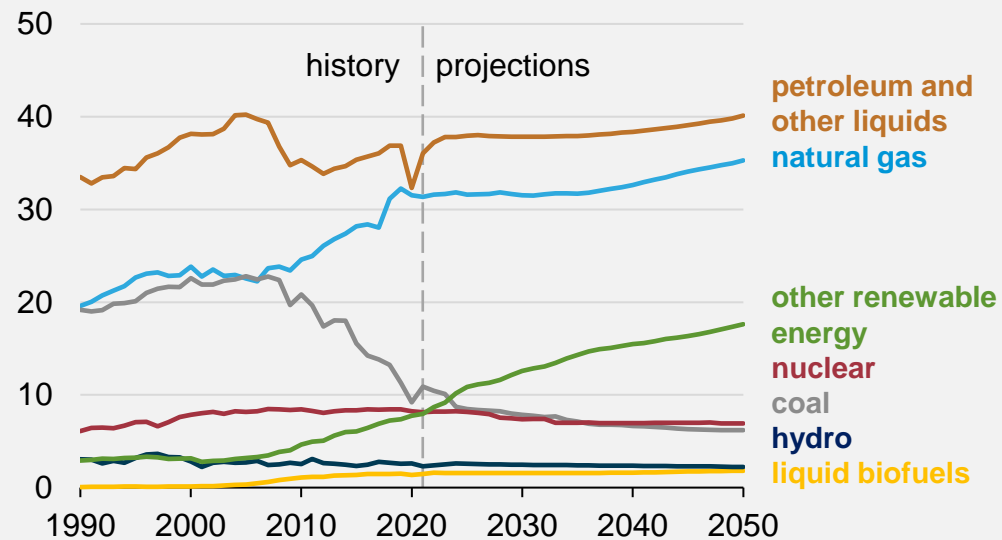
The hydrocarbon industry is here to stay even though the use of alternative energy is increasing, hydrocarbons have proven their critical value to global prosperity and energy security.

ProPetro is well-positioned to take advantage of the long-term industry dynamics through improved fundamentals, access to the attractive Permian Basin, consistent execution, and capital discipline.

Global Hydrocarbon Macro Environment

A bullish long-term demand outlook coupled with constrained supply availability due to global underinvestment reinforces our view that we are in a long-term sustainable upcycle that supports durable earnings and consistent free cash flow generation in our business.

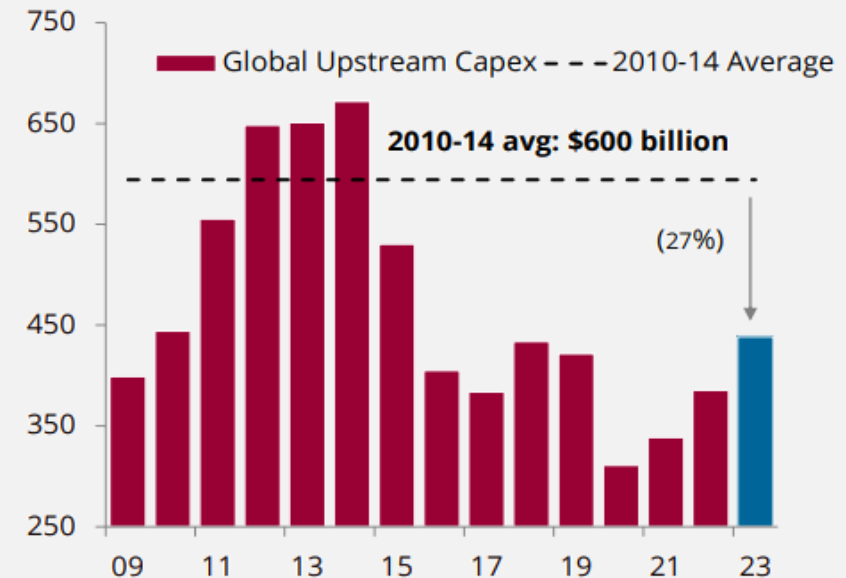
ENERGY CONSUMPTION BY FUEL
(quadrillion British thermal units)



“Petroleum and natural gas are the most-used fuels in the United States through 2050” – EIA

Source: EIA, March 3, 2022.

GLOBAL E&P SPENDING
(\$ billion)



Upstream E&P spending continues to lag demand and is 27% below average spend from 2010–14 as producers have retreated.

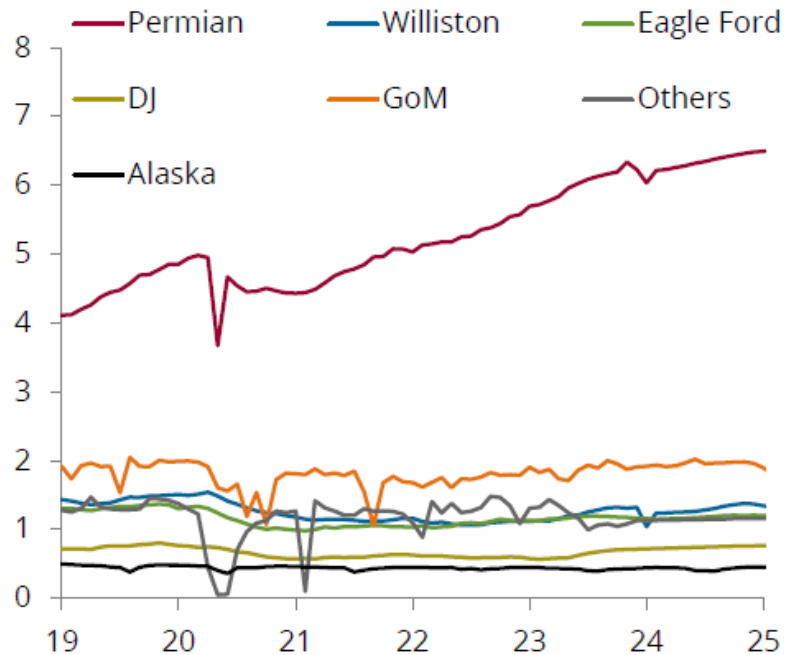
Source: Energy Aspects, May 2023.

Permian Basin: The Land of Reliable Energy

LEADS THE WORLD IN OIL AND NATURAL GAS PRODUCTION

- The Permian is one of the most prolific areas for hydrocarbon production globally and is renowned for its vast reserves of oil and natural gas, as well as its high level of activity and production efficiency.
- We are strategically located in and levered to the Permian Basin with ~98% of our revenue coming from this region, providing a more sustainable and resilient demand for our services.

U.S. CRUDE OIL PRODUCTION FORECAST (MB/D)



Source: Energy Aspects, February 2024.

~60 billion
barrels of oil equivalent⁽¹⁾

~86,000
square miles

(1) Rystad Energy, September 2022.
NOTE: Additional service centers are located in New Mexico and Utah.

Who We Are and Where We Are Going



**Customer
focused;
Team driven**



**Dedicated and
efficient
customer base
harnessing the
potential of the
resource-rich
Permian Basin**



**Transitioning
to a young,
efficient, more
capital-light
fleet powered
by natural gas
and electricity**



**Relied upon
by premier
customers
with proven
results year-
after-year**



**Disciplined
capital
allocation and
asset
deployment
strategy**



**Reducing
emissions and
investing in
longer-lived
assets**



**Diversified
customer
base including
the largest
Permian
operators**

Proven Success in the Most Challenging Environment: Unrivalled Premium Completions Services



COMPLETION-RELATED SERVICES

Consistent with ProPetro's Hydraulic Fracturing, Cementing, and Wireline services



HYDRAULIC FRACTURING

ProPetro's premier service line delivering industry-leading performance



SPECIAL APPLICATIONS

Customized treatments and complex jobs for customers that put their trust in ProPetro for reliable completions services

Source: EnergyPoint Research Inc.
<https://www.propetroservices.com/our-services>

Commitment to Our People, Our Community, and Our Environment



ENVIRONMENTAL

OPTIMIZED OPERATIONS AND FLEET TRANSITION

Innovation

- Strategic investments in dual-fuel and electric-powered fleets, remote engineering operations, logistics, and maintenance systems

Get the job done efficiently

- Minimizing idle time, spills, and avoiding duplicative work

Optimizing fuel consumption

- Integrating cleaner-burning natural gas
- Investing in Tier IV DGB dual-fuel and our **FORCESM** electric-powered equipment to displace diesel



SAFETY

COMMITTED TO AN ACCIDENT-FREE WORKPLACE

- Strong training and development culture
- Dedicated heavy haul driving team to reduce hazards on the roads in our community
- Recognized with safety awards and leadership in the Permian Basin

Check out our latest
ProPetro ProEnergy ProPeople
Sustainability Report on our
website



PEOPLE

FOCUSED ON OUR TEAM

- Education and tuition reimbursement to engage and advance our employees
- ProPetro employees created the Positive United Morale Partners (the P.U.M.P. Committee) to drive community engagement for those in need



PROPETRO
PROENERGY | PROPEOPLE

Capital Allocation Framework: Strategy Meets Opportunity

OPTIMIZE OPERATIONS

Enhancing operational efficiency by focusing resources on the most relevant technologies, tools, and best practices

FLEET TRANSITION

With an industrializing sector, transitioning our fleet to natural gas-burning and electric offerings, which command higher demand and relative pricing

DISCIPLINED GROWTH

Prudently assessing value-enhancing investment opportunities to make ProPetro stronger — including opportunities to enhance scale, expand margins, and accelerate free cash flow

Designed to improve free cash flow and value-distribution...



...while maintaining a strong balance sheet.

Our Leadership: Committed to Shareholder Value Creation

Company Management



SAM SLEDGE
Chief Executive Officer
& Director



ADAM MUÑOZ
President and Chief
Operating Officer



DAVID SCHORLEMER
Chief Financial Officer



SHELBY FIETZ
Chief Commercial
Officer



CELINA DAVILA
Chief Accounting
Officer



JODY MITCHELL
General Counsel

Board of Directors



PHILLIP A. GOBE
Chairman of the Board



ANTHONY BEST
Lead Independent Director,
Audit Committee Chair



MICHELE VION
Independent Director,
Compensation Committee Chair



JACK B. MOORE
Independent Director,
Nominating & Corporate
Governance Committee Chair



G. LARRY LAWRENCE
Independent Director



SPENCER D. ARMOUR III
Independent Director



MARY RICCIARDELLO
Independent Director



MARK BERG
Director

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