



Select Energy Services, Inc.

Company Overview | January 2022

Cautionary Statement Regarding Forward Looking Statements

This presentation, including the oral statements made in connection herewith, contains certain statements and information that may constitute “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. All statements, other than statements of historical fact, regarding Select Energy Services, Inc.’s (“Select” or the “Company”) strategy, future operations, financial position, estimated revenues and losses, projected costs, prospects, plans and objectives of Select’s management are forward-looking statements. When used in this presentation, the words “could,” “believe,” “anticipate,” “intend,” “estimate,” “expect,” “project,” “preliminary,” “forecast,” and similar expressions or variations are intended to identify forward-looking statements, although not all forward-looking statements contain such identifying words. These forward-looking statements are based on current expectations and assumptions of Select’s management about future events and are based on currently available information as to the outcome and timing of future events. Although we believe that the expectations reflected, and the assumptions or bases underlying our forward-looking statements are reasonable, we can give no assurance that such expectations will prove to be correct. Such statements are not guarantees of future performance or events and are subject to known and unknown risks and uncertainties that could cause our actual results, events or financial positions to differ materially from those included within or implied by such forward-looking statements. Accordingly, investors should not place undue reliance on forward-looking statements as a prediction of actual results. Each forward-looking statement in this presentation speaks only as of the date of this presentation. Except as required by applicable law, Select disclaims any intention or obligation to revise or update any forward-looking statements contained in this presentation.

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 the “Risk Factors” section of our Annual Report on Form 10-K (our “Form 10-K”) filed with the U.S. Securities and Exchange Commission (the “SEC”) on February 24, 2021. The information contained in this presentation has not been independently verified other than by the Company and no representation or warranty, express or implied, is made as to the fairness, accuracy, completeness or correctness of the information contained herein and no reliance should be placed on it.

Industry and Market Data

This presentation has been prepared by Select and includes market data and other statistical information from third-party sources, including independent industry publications, government publications or other published independent sources. Although Select believes these third-party sources are reliable as of their respective dates, the Company has not independently verified the accuracy or completeness of this information. Some data is also based on the Company’s good faith estimates, which are derived from its review of internal sources and the third-party sources described above.

Additional Information and Where to Find It

For additional information regarding Select, please see our Form 10-K, Quarterly Reports on Form 10-Q and any recent Current Reports on Form 8-K, which are available at no charge at the SEC’s website, <http://www.sec.gov>. In addition, documents will also be available for free from the Company by contacting the Company at 1233 W Loop S, Suite 1400, Houston, TX 77027 or (713) 235-9500.

Non-GAAP Financial Measures

EBITDA, Adjusted EBITDA, gross profit before depreciation and amortization (D&A) and gross margin before D&A are not financial measures presented in accordance with GAAP. We define EBITDA as net income, plus interest expense, taxes and depreciation & amortization. We define Adjusted EBITDA as EBITDA plus/(minus) loss/(income) from discontinued operations, plus any impairment charges or asset write-offs pursuant to GAAP, plus/(minus) non-cash losses/(gains) on the sale of assets or subsidiaries, non-recurring compensation expense, non-cash compensation expense, and non-recurring or unusual expenses or charges, including severance expenses, transaction costs, or facilities-related exit and disposal-related expenditures, plus/(minus) foreign currency losses/(gains) and plus any inventory write-downs. We define gross profit before D&A as revenue less cost of revenue, excluding cost of sales D&A expense. We define gross margin before D&A as gross profit before D&A divided by revenue. EBITDA, Adjusted EBITDA, gross profit before D&A and gross margin before D&A are supplemental non-GAAP financial measures that we believe provide useful information to external users of our financial statements, such as industry analysts, investors, lenders and rating agencies because it allows them to compare our operating performance on a consistent basis across periods by removing the effects of our capital structure (such as varying levels of interest expense), asset base (such as depreciation and amortization) and non-recurring items outside the control of our management team. We present EBITDA, Adjusted EBITDA, gross profit before D&A and gross margin before D&A because we believe they provide useful information regarding the factors and trends affecting our business in addition to measures calculated under GAAP.

Net income is the GAAP measure most directly comparable to EBITDA and Adjusted EBITDA. Gross profit is the GAAP measure most directly comparable to gross profit before D&A. Our non-GAAP financial measures should not be considered as alternatives to the most directly comparable GAAP financial measure. Each of these non-GAAP financial measures has important limitations as an analytical tool due to exclusion of some but not all items that affect the most directly comparable GAAP financial measures. You should not consider EBITDA, Adjusted EBITDA or gross profit before D&A in isolation or as substitutes for an analysis of our results as reported under GAAP. Because EBITDA, Adjusted EBITDA and gross profit before D&A may be defined differently by other companies in our industry, our definitions of these non-GAAP financial measures may not be comparable to similarly titled measures of other companies, thereby diminishing their utility. For further discussion, please see “Item 6. Selected Financial Data” in our Annual Report on Form 10-K for the year ended December 31, 2020.



Company Overview

Segment Overviews

Water Services

- + Comprehensive water services including water transfer, flowback and well testing, water storage and containment, fluids hauling, water monitoring and automation and other on-site rental and support equipment

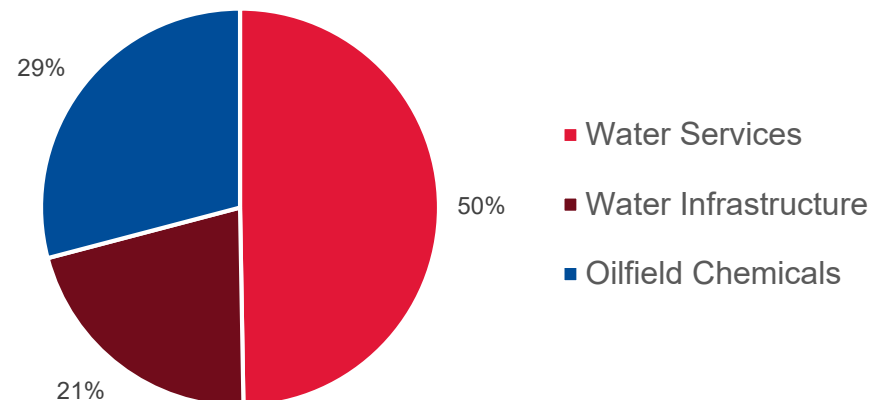
Water Infrastructure

- + Infrastructure assets and operations associated with water sourcing and distribution pipelines, produced water gathering, water treatment & recycling systems, storage reservoirs and salt water disposal wells

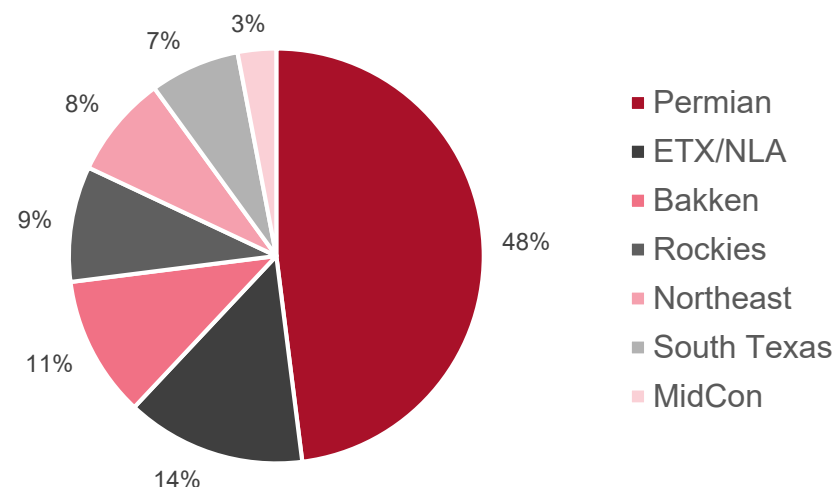
Oilfield Chemicals

- + Develop and manufacture full suite of completion and production chemicals
- + In-basin manufacturing facilities and distribution centers to support complete frac fluid systems
- + Advanced water treatment solutions and flow assurance

9M21 Revenue by Segment¹



9M21 Revenue by Geography¹

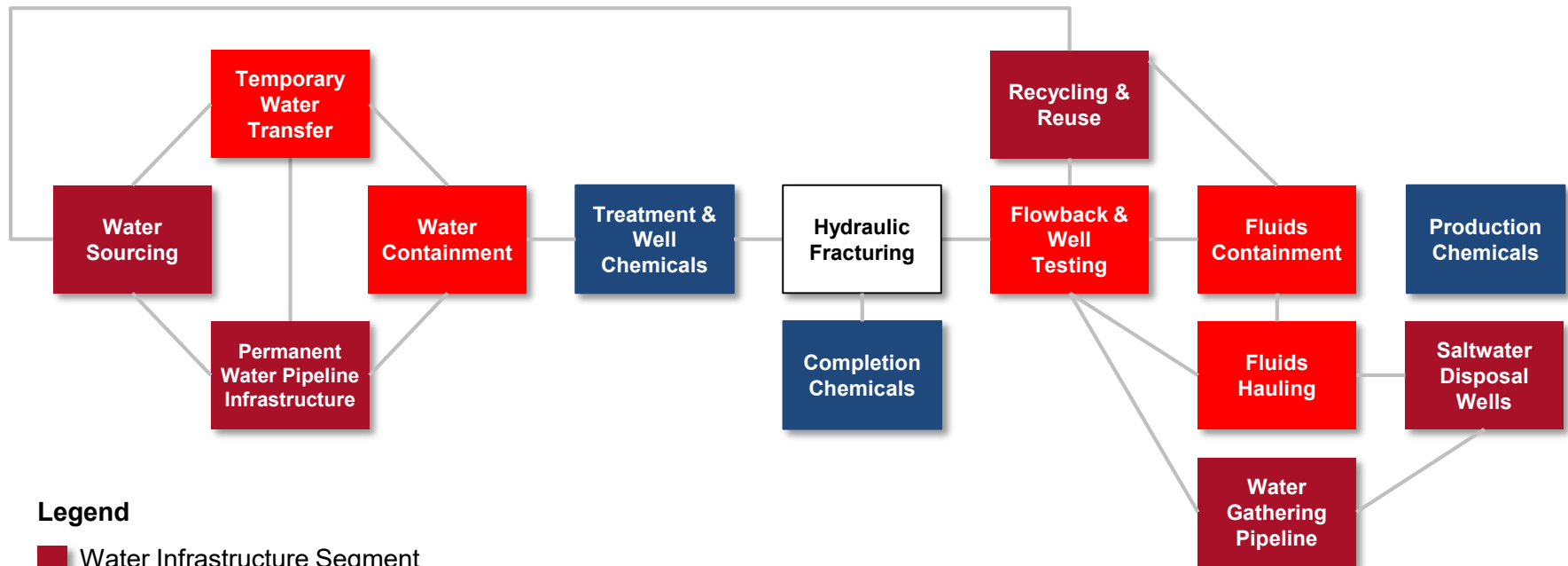


1. Based on results for the nine months ended September 30, 2021

Market Leading Sustainable Water & Chemical Solutions

Completions-Oriented Activities

Production-Oriented Activities



Legend

- Water Infrastructure Segment
- Water Services Segment
- Oilfield Chemicals Segment
- Non-Select Service



1

Build and Bolster the Market Leading Base Business

- **Proven market leader** in sustainable water and chemical solutions that will grow profitable market share through scale, operational efficiency, innovation and technical achievements
- **Improving Customer Activity** – Sequential quarterly revenue growth every quarter since 2Q20
- **Water Recycling** – Continue to develop water recycling infrastructure, investing in 6 new recycling facilities in 2021 in the Permian & DJ Basins, backed by long-term contracts

2

Advance our Technology, ESG and Diversification Strategies



3

Execute Strategic M&A



1. On October 1, 2021, Select acquired substantially all of the assets of Agua Libre Midstream and other water-related assets and operations from Basic Energy Services
2. On December 3, 2021, Select acquired the U.S. onshore assets of HB Rentals
3. On December 13, 2021, Select entered into a definitive agreement to acquire Nuverra Environmental Solutions. The transaction is expected to close in Q1 2022

Strategic M&A Updates¹

Over the course of 2021, Select executed on a number of strategic M&A transactions, adding nearly \$300 million of annualized run-rate revenue¹ to reinforce the base business while adding a sizable pipeline and disposal infrastructure footprint across the U.S., with meaningful opportunity for future gathering and recycling infrastructure development



Est. Close 1Q22 – Est. \$45.0 million

- + Nuverra provides environmental solutions including the removal, treatment, recycling, transportation and disposal of restricted solids, fluids and hydrocarbons for E&P companies with operations across the United States, including in the Bakken, Haynesville, Marcellus and Utica Shales



Closed 4Q21 -- \$8.7 million

- + HB Rentals provides rentals and accommodations services with operations across the Permian, Mid-Continent, DJ and Powder River Basins and the Haynesville, Marcellus and Utica Shales



Closed 4Q21 - \$21.1 million

- + Agua Libre is a leading provider of water midstream, logistics and production services to the oil and gas industry with operations across the United States, including the Permian and Mid-Continent Basins and the Bakken, Eagle Ford, Haynesville Shales



Closed 3Q21 - \$34.7 million

- + Produced water gathering and disposal, fluids handling, water transfer, flowback and well testing, water heating and containment with operations across the United States, including the Permian, Mid-Continent, DJ and Powder River Basins and the Marcellus and Utica Shales

1. See slide 32-33 for additional detail

2. Includes contribution from Complete Energy Services, Agua Libre Midstream, HB Rentals and Nuverra Environmental Solutions

Strong Balance Sheet & Liquidity



Select maintains a strong balance sheet with a \$107 million net cash position

Net Debt & Liquidity Profile As Of 09/30/21

Cash	\$ 107.4
Bank Debt	-
Capital Leases	0.2
Total Debt	\$ 0.2
Net Cash	\$ 107.2

Liquidity:

Cash	\$ 107.4
Plus: Revolver Borrowing Base ¹	140.4
Less: Outstanding Borrowings	-
Less: Outstanding Letters of Credit	(15.6)
Total Liquidity	\$ 232.3

Select Corporate Profile²

Listing and Ticker Symbol	NYSE: WTTR
Recent Share Price	\$6.80
Market Capitalization	~\$751MM
Enterprise Value	~\$665MM
Total Outstanding Shares³	110.4MM
Average Daily Trading Volume (last 90 days)	389,962
Headquarters	Houston, TX

1. \$300 million total facility size, with current borrowing base availability based on accounts receivable and inventory balances as of September 30, 2021

2. Share price as of January 14, 2022. Outstanding shares includes all shares of Class A and Class B common stock as of December 31, 2021

3. Represents fully diluted share count as of December 31, 2021

Top Customers – YTD 2021¹



Select's expertise, technology and financial strength lead to a premier, diversified customer base with no customer representing more than 6% of our revenue

1. Year-to-date thru November 30, 2021



ESG & Technology Updates

Water is vital to the health, economic, and social well-being of the communities in which we live and work. Select focuses on developing sustainable water and chemical solutions every day, with a commitment to conservation and reuse. In addition to improving efficiency and reducing costs, we support E&P companies in reducing their environmental impact by successfully delivering on their ESG goals

ESG HIGHLIGHTS



SUSTAINABLE TECHNOLOGY

Widely deployed monitoring and automation technology to reduce spills and to **provide visibility to further optimize the water lifecycle**



WATER SUSTAINABILITY

Treated or recycled over 6 billion gallons of water in 2020, significantly reducing the need for fresh water for our customers



REDUCING EMISSIONS

In 2020 alone, eliminated 1.6 million truck loads through pipeline logistics solutions, **reducing CO₂ emissions by more than 48,000 metric tons**



HEALTH & SAFETY

Rapidly implemented COVID-19 health and safety protocols across the country to ensure a safe operating environment for our personnel

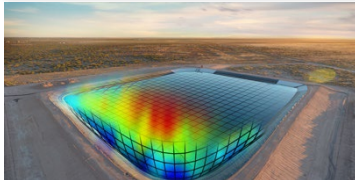


DIVERSITY & INCLUSION

Select fosters a diverse and inclusive culture with **>50% minority workforce** at the company today

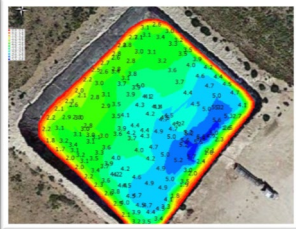
Technology From Start to Finish

Pre-Frac



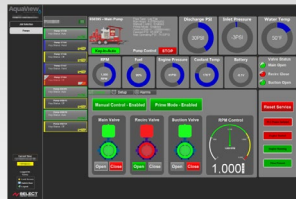
Measuring & Monitoring

- Pond and Pit Mapping
- 100% Water Network Monitoring/Audit
- VFD-Water Well Automation
- Boat & Drone Survey



Pump Automation

- Increased Operational Efficiency & Safety
- Spill Prevention
- Engine Monitoring
- 24/7 Monitoring
- Reduced Downtime



Frac



Automated Tank Manifolds

- Automated Actuated Control Valves & Storage Tank Sensors
- Local Command Center to monitor all job operations and equipment



Automated Proportioning & Recycling Technologies

- Automated Proportioning Systems for blending multiple water streams to specific conductivity, TDS, or flow % KPIs
- Oxidative Treatment Services & Trailers
- Organic Biocides and Preservatives
- Mobile, semi-permanent, and fixed facility produced water recycling services

Post-Frac



Well Testing Technology

- Tank Monitoring with Interface Levels
- Wellhead, Choke, and Plug Catcher Pressures
- H₂S & LEL Sensors
- Green Completions to reduce or eliminate emissions on site
- Temperature Monitoring

WATERONE™ Technology Suite

WellONE®
Technology Suite

Select's technologies provide real-time monitoring, feedback, automation and control of water throughout the completions lifecycle which reduces risk of spills and reduces emissions

Select's suite of AquaView® monitoring & measurement solutions provide real-time and reliable data that ensures best-in-class environmental management that's customizable, powered by SCADA and accessible from phone, tablet, or laptop

Pond/Impoundment Mapping & Monitoring

Monitor levels & volumes from Select's mapping via boat & drone survey

Water Quality KPI Matching & Automated Blending

Temperature, Conductivity, TDS, and more

Leak Detection

Automatic notification

Flow Meters

Follow water through the entire process

VFD Water Well Control

Remotely and automatically control a well

Reporting

Automatic, customizable daily reports

Local Command Center

24 / 7 Monitoring & Support



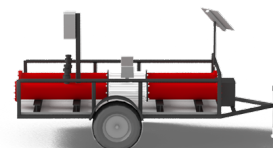
Fleet Management of WaterONE™ Automated Equipment



Automated Pumps



Automated Proportioning Systems



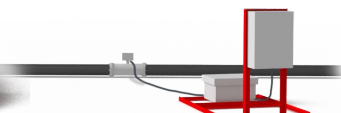
Meter Trailers



Automated Manifolds



Automated Tank Monitoring



VFD Automation Equipment

AquaView® provides the ability to have a 100% water audit in real-time

*Water Quality and
Compositional Analysis*

+

Water Sourcing

+

Water Transfer

+

*Recycling, Treating,
Blending &
Conditioning Water*

+

*Optimized Frac
Chemistry*

Connecting services to address dynamic problems

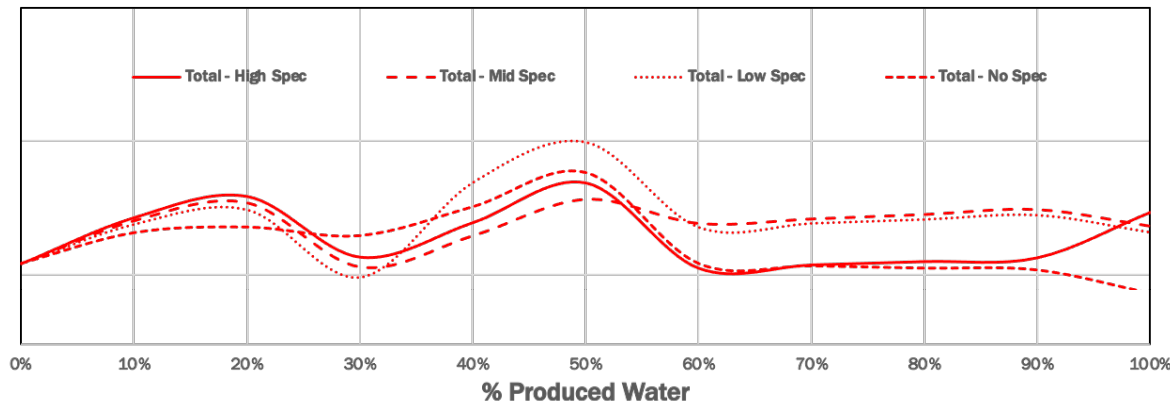
- Water quality issues
- Pre-frac spec and delivered spec differ
- On-the-fly changes to frac chemistry are costly and sub-optimal

Result

- A better performing well
- A cheaper well



➤ Optimizing Treatment Cost vs Water Quality

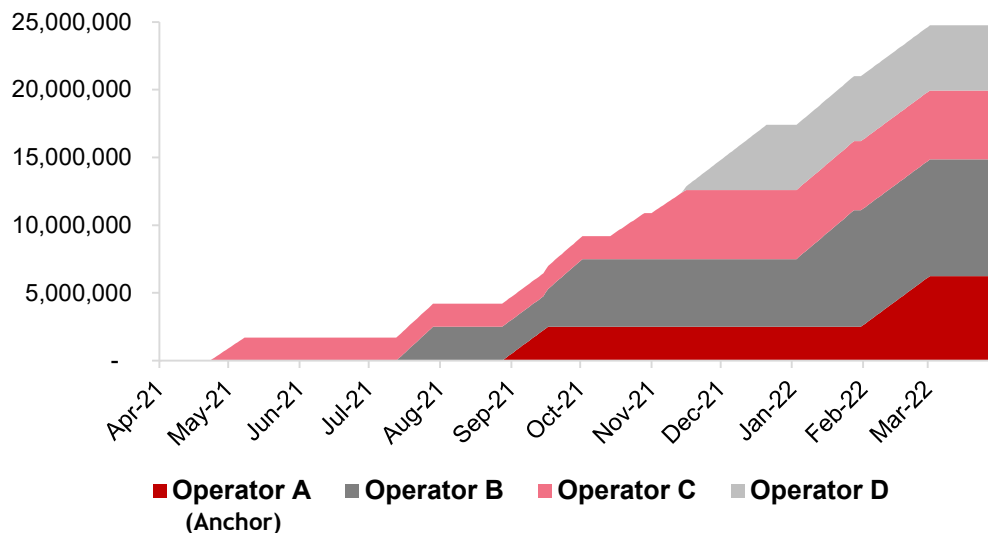


Case Study: Permian Produced Water Recycling Facility



- + Recently commenced operations on state-of-the-art operator-owned produced water recycling facility in Martin County, TX
- + Select connected existing infrastructure from adjacent operators to increase facility utilization and recycled water volumes
- + Facility eliminated need in 2021 for disposal and prevented need to build a new disposal facility in development area, which has seismicity and formation pressure issues
- + Facility projected to provide 75% of total frac water demand in the area and eliminate the need for 20mm bbls of disposal over the next 12 months

Cumulative Completion Water Demand



Project Economics

\$6 million investment
5 year take-or-pay contract
~3 year payback on anchor contract

Case Study: Methane & Waste Gas Management

- + Select has an exclusive contractual relationship with Emission Rx for high efficiency waste gas combustors (emission control devices) used in the management of methane emissions
- + Emission Rx enclosed combustor design highlights include:
 - 99.99% combustion efficiency
 - High level of operator safety
 - Portable and easily maintained
- + Waste gas is not economic to conserve and it is typically dealt with in two ways:

Old Methods

Venting

- + Regulatory Limits
- + Significant GHG Emissions
- + Environmental degradation
- + Major health risks
- + Safety Concerns



Flaring

- + Incomplete combustion
- + Unburned hydrocarbons
- + Difficult to burn rich gas
- + Visible flame
- + Black smoke and carbon



New Method - EmissionRx

Enclosed Combustion

- + Enclosed combustion chamber
- + Measurable efficiency
- + Effective combustion of rich gas
- + No exposed flame



Key Summary Highlights

Market Leader

- Market leader in sustainable water and chemical solutions through scale, operational excellence, innovation and technical achievements

Strong Balance Sheet

- Strong debt-free balance sheet with meaningful cash position enables operational and strategic optionality

Deliver Free Cash Flow

- Significant FCF generating capabilities driven by differentiated asset-light business model

Strong Safety & ESG Focus

- Critical focus on safety, water sustainability and emissions reduction aligned with management compensation and credit metrics

Disciplined Approach to Growth

- Focused on achieving strong returns through cycles, diversifying growth into industrial solutions, strategic M&A funded through a combination of cash and equity to maintain a low leverage profile



Appendix

+ On December 13, 2021 entered into definitive agreement for the acquisition of Nuverra Environmental Services, Inc. (“Nuverra”)

- Total consideration of ~\$45 million, consisting of 4.2 million Class A shares and the assumption of approximately \$20 million of net debt
- The transaction is expected to close in the first quarter of 2022, subject to customary closing conditions and the approval of Nuverra’s stockholders
- Nuverra provides environmental solutions, including the removal, treatment, recycling, transportation and disposal of restricted solids, fluids and hydrocarbons for E&P companies with operations across the United States, including in the Bakken, Haynesville, Marcellus and Utica Shales
- 300,000+ barrels per day of permitted disposal capacity in Bakken, Haynesville & Northeast regions
- Current annualized run-rate contribution of approximately \$100 million of revenue
- Significant opportunity for cost synergies provides meaningfully accretive financial benefits

+ On December 3, 2021 closed on the acquisition of the U.S. onshore assets of HB Rentals, L.C., the rentals and accommodations subsidiary of Superior Energy Services, Inc.

- Total consideration of ~\$8.7 million, consisting of \$1.5 million in cash and 1.2 million Class A shares
- Rentals and accommodations services with operations across the United States, including the Permian, Mid-Continent, DJ and Powder River Basins and the Haynesville, Marcellus and Utica Shales
- Will operate the HB assets within the Peak business within the Water Services segment



+ On October 1, 2021 closed on the acquisition of substantially all of the assets of Agua Libre Midstream, LLC and other water-related assets, operations and assumed liabilities (together "Agua Libre") from Basic Energy Services, Inc. ("Basic")



- Total consideration of ~\$21.1 million, made up of \$16.1 million in cash and 0.9 million Class A shares
- Agua Libre is a leading provider of water midstream, logistics and production services to the oil and gas industry, including operations in the Permian and Mid-Continent Basins and the Bakken, Eagle Ford, and Haynesville Shales
- Anticipate current annualized run-rate contribution of \$70-80 million of revenue and \$6-8 million of EBITDA
- Nearly 100% of revenue weighted to production-related services & infrastructure
- Approximately 50% of current production volumes delivered via pipelines, supported by a number of long-term contracts
- Adds more than 550,000 barrels per day of disposal capacity across Texas, Oklahoma, New Mexico & North Dakota

+ On July 9, 2021 closed on the acquisition of Complete Energy Services, the water solutions subsidiary of Superior Energy Services



- Total consideration of ~\$34.7 million, consisting of \$14.4 million in cash and 3.6 million Class A shares
- Anticipate 2H21 annualized run-rate of \$100+ million of revenue and \$10 – 12 million of EBITDA
- ~60% of revenue weighted to production-related activities
- Produced water gathering and disposal, fluids handling, water transfer, flowback and well testing, water heating and containment
- Operations across the United States, including the Permian, Mid-Continent, DJ and Powder River Basins and the Marcellus and Utica Shales
- Adds more than 300,000 barrels per day of disposal capacity across Texas and Oklahoma