



PROPETRO[®]

2019 Q3 EARNINGS PRESENTATION

November 13, 2019

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



1

**ProPetro
at a Glance**

2

**Permian
Basin Update**

3

**2019 Third
Quarter
Highlights**

4

**2019 Q3
Financial
Review**

5

**The
DuraStim[®]
Difference⁽¹⁾**

6

**Unique
Positioning**

1) Items regarding DuraStim are estimates and are subject to change, DuraStim[®] is a registered trademark of AF Global Corporation ("AFGlobal")

PROPETRO AT A GLANCE

27

Hydraulic
Fracturing Units

23

Cementing Units

8

Coiled Tubing Units

**Flowback
Operations**



100% Frac Operations Permian Concentrated

- 1,415,000 HHP Spread over 27 Crews



Customer and Employee Focused Business Model



Highly Utilized Fleet

- Including a 10 year strategic, long-term service agreement for ~30% of the fleet

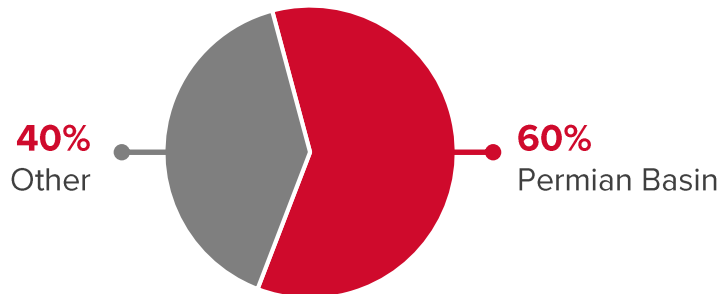
Permian Focused Customers



PERMIAN MACRO

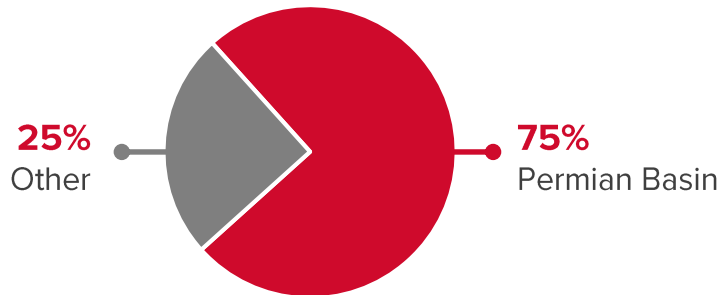
Total U.S. Onshore

Oil Directed Rig Count: 691⁽¹⁾



Total U.S. Onshore Oil Rigs Added Since

Trough (May 2016): 375⁽¹⁾



Healthy demand for efficient services

- Driven by E&P acquisitions, attractive economics, and completion intensity

Permian shift to manufacturing mode

- Driven by customer shift to multi-well pad development
- Short supply of HHP capable of intensifying workload

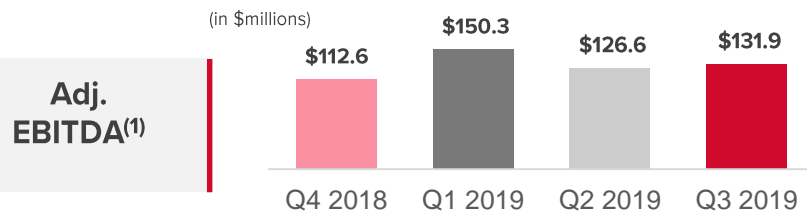
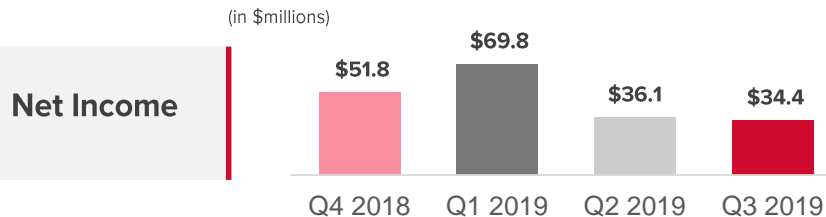
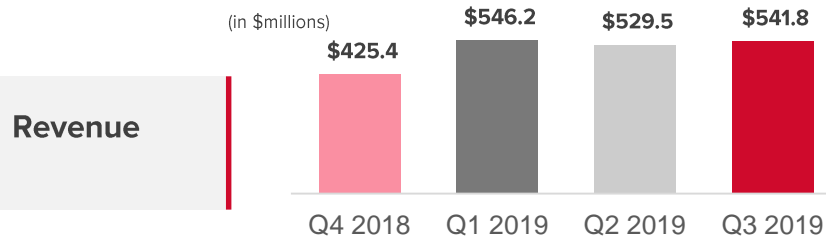
Mature and evolving infrastructure

- Driven by historic activity levels and new regional sand mines

(1) Baker Hughes Rig Data, November 8, 2019

2019 Q3 HIGHLIGHTS

Recent Financial Performance



- (1) For a reconciliation to net income (loss), please see Appendix
- (2) Items regarding DuraStim are estimates and are subject to change, DuraStim® is a registered trademark of AF Global Corporation ("AFGlobal")

Industry leading utilization

- Effective utilization of 25.1 fleets in Q3
- Plans to deploy one electrically powered DuraStim® fleet in late 2019 or early 2020, and two additional fleets in 2020 ⁽²⁾

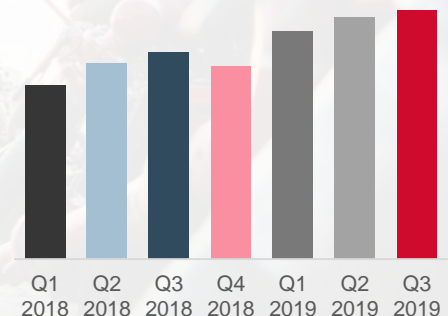
Consistent cementing and coiled tubing operations

- Exited Q3 with 23 deployed cementing units, and 4 coiled tubing units

Q3 Job Mix

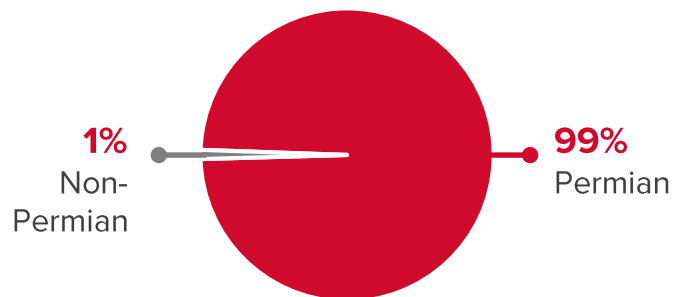


Pumping Hours per Crew



2019 Q3 FINANCIAL HIGHLIGHTS

2019 Q3 Revenue Mix



Revenue: \$541.8 MM

Adjusted EBITDA: \$131.9 MM

Diluted Earnings Per Share (EPS): \$0.33

Conservative Leverage Profile:

- Cash: \$109.2 MM
- Total Debt: \$130.0 MM
- Total Liquidity: \$173.5 MM ⁽¹⁾

⁽¹⁾ Inclusive of cash and available capacity under revolving credit facility as of 9/30/2019

HORSEPOWER GROWTH AND UTILIZATION



56% Increase in total horsepower⁽¹⁾

510,000 total HHP additions in 2019



Growth & utilization driven by improvements in execution, efficiency and customer collaboration



Continue to maintain industry leading utilization



Consistent profitability

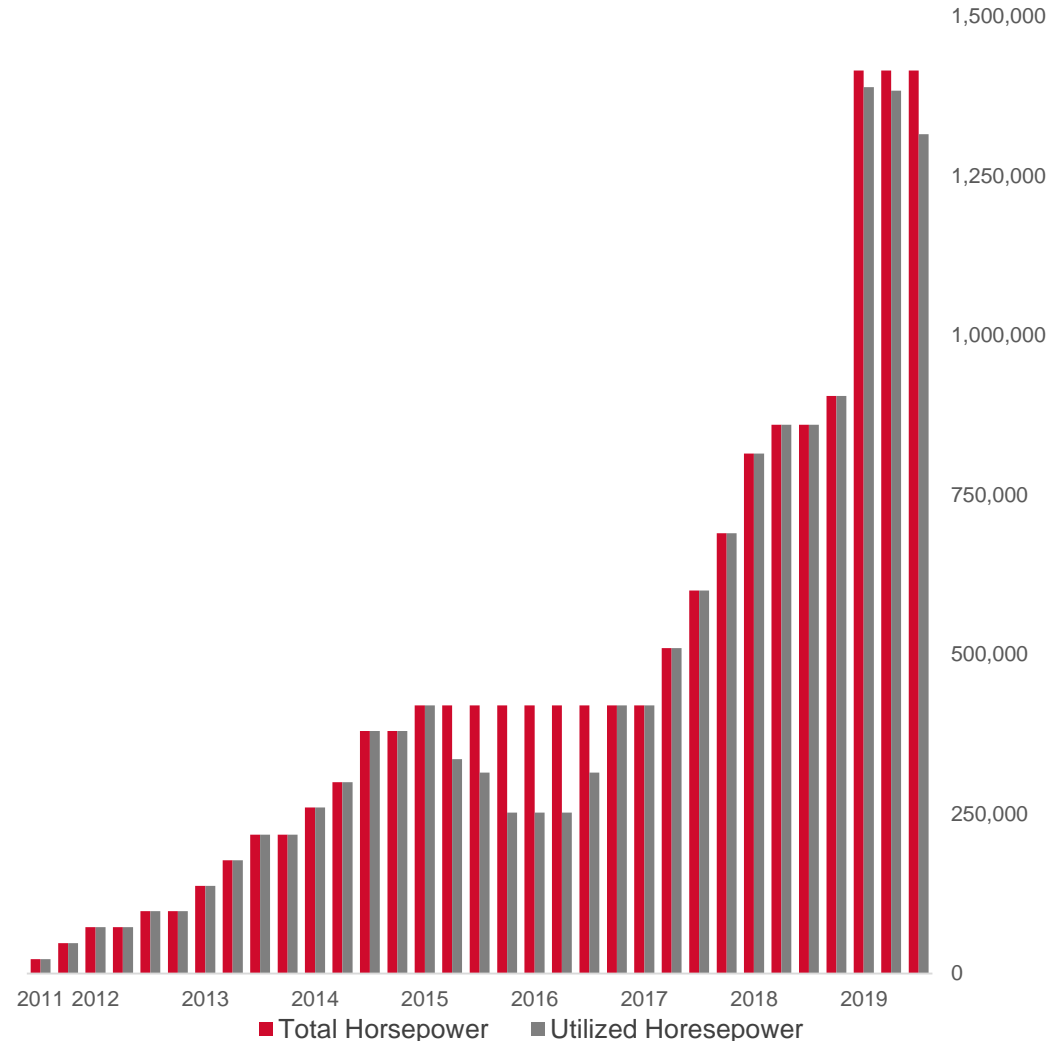


Plans to deploy first electrically powered DuraStim[®] unit in late 2019 or early 2020⁽²⁾

Chart based on end of period HHP counts

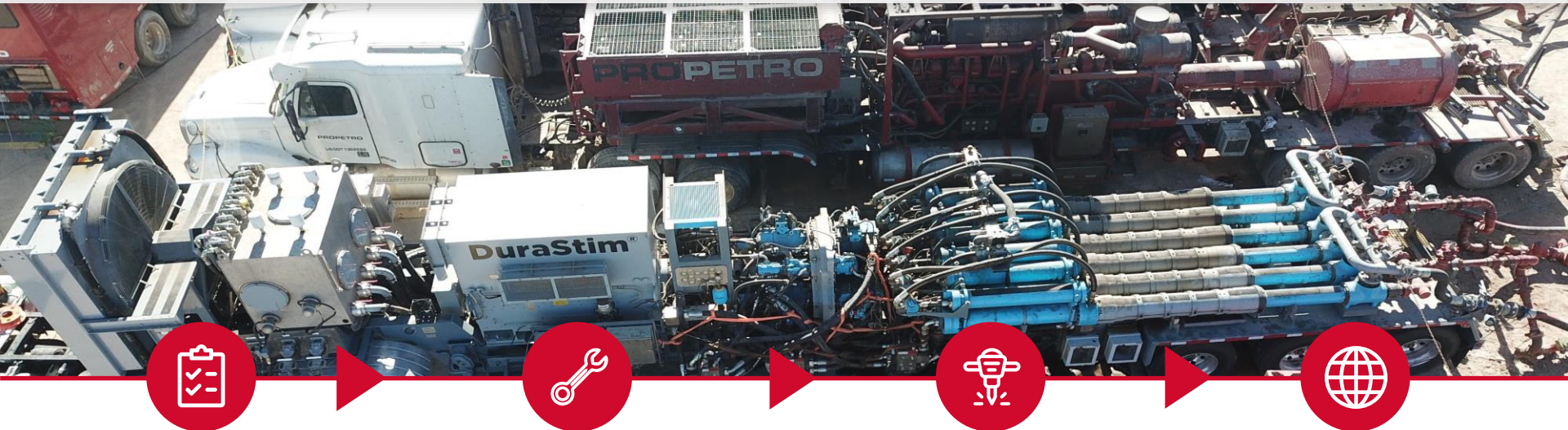
(1) Added HHP from PXD transaction

(2) Items regarding DuraStim are estimates and are subject to change, DuraStim[®] is a registered trademark of AF Global Corporation ("AFGlobal")



UNIQUE TECHNOLOGY OPPORTUNITIES

created by reliable wellsite performance that earns customer trust



1. Proven Wellsite Execution

Consistently earning customer trust



2. Opportunity to Pull Through Differentiating Technologies

Trust of customers allows for unique opportunities



3. Constant Need to Drive Down Well Costs

Desire to improve project economics up and down the value chain leading to demand for new technologies



4. Reducing Environmental Impact

Pushing to be better stewards of our environment and community



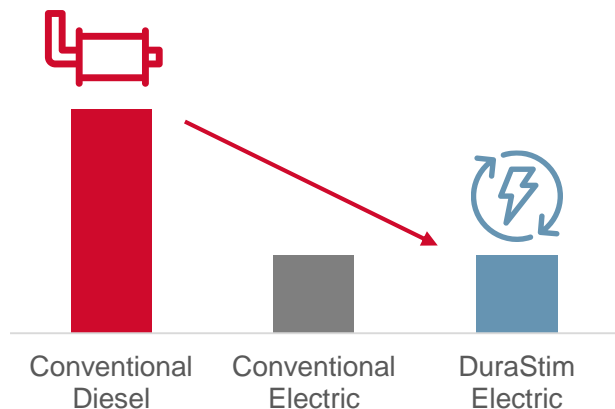
Capitalizing on unique market position:

Equipping industry leading talent with innovative technology designed for the job of today

DURASTIM PROVIDES POTENTIAL BENEFITS UP AND DOWN THE VALUE CHAIN

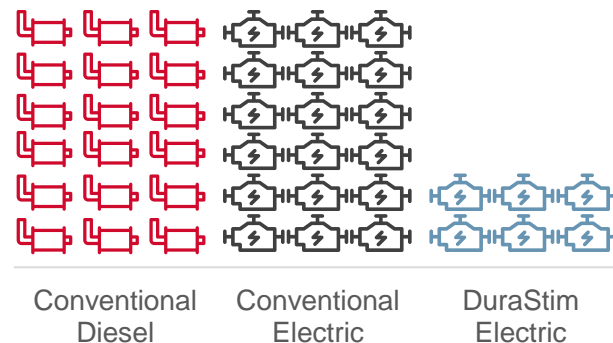
Fuel Cost⁽¹⁾

Conversion from diesel to natural gas electric power



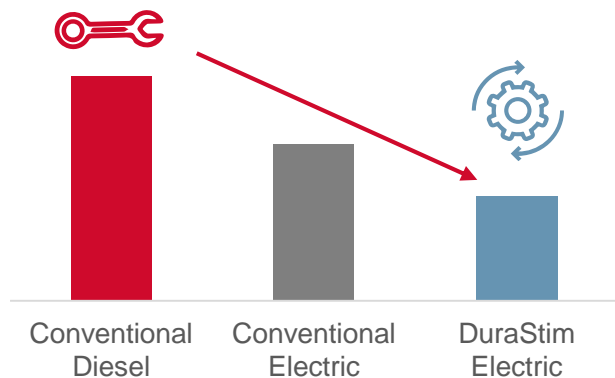
Footprint / Labor / Safety⁽¹⁾

Fewer units per location = fewer people = safer operations



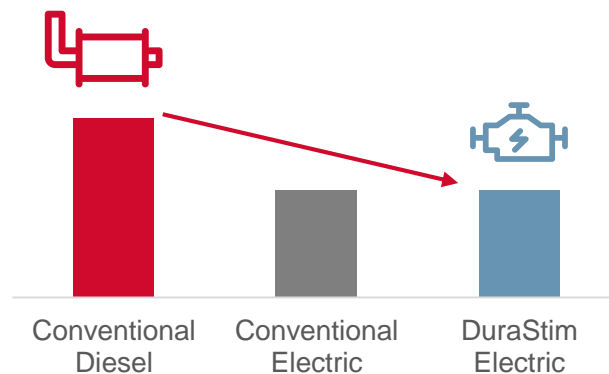
General Supplies / Maintenance Capex⁽¹⁾

Fewer moving parts = fewer expendables = longer asset life



Sound and Air Pollution⁽¹⁾

Cleaner and quieter power source



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UNIQUELY POSITIONED FOR SUCCESS



Permian Focus

Positioned in the low cost basin with sector leading operating scale



Blue Chip Customers

Large drilling inventories and sizeable rig programs



Superior Performance

Consistently outperforming the competition on location



Access to Premier Projects

Operational success gives access to high priority work



Strong Balance Sheet

Conservative debt profile with disciplined capital allocation



No Speculative New-Builds

New construction underpinned by customer demand



The DuraStim[®] Difference

Deploying the premier tools for completions manufacturing mode



Technology

Leveraging well-site performance to pull innovation forward

A large red industrial reel with a black tank labeled 'PRO PETRO' is shown against a cloudy sky. The reel is red and has a large black tank attached to it. The tank has the words 'PRO PETRO' written on it in white and red. The reel is a large, circular structure with many spokes. The tank is a large, cylindrical structure. The background is a bright blue sky with white clouds.

PROPETRO®

APPENDIX

ADJUSTED EBITDA RECONCILIATION (NON-GAAP)

Adjusted EBITDA is not a financial measure presented in accordance with GAAP. We believe that the presentation of this non-GAAP financial measure 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 should not be considered as alternatives to the most directly comparable GAAP financial measure. 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. Because Adjusted EBITDA may be defined differently by other companies in our industry, our definitions of this non-GAAP financial measure may not be comparable to similarly titled measures of other companies, thereby diminishing their utility.

Reconciliation of Net Income to Adjusted EBITDA

| (\$ in Thousands) | Three Months Ended | | | |
|--|--------------------|------------------|------------------|--------------------|
| | December 31, 2018 | March 31, 2019 | June 30, 2019 | September 30, 2019 |
| Net income | \$51,778 | \$69,805 | \$36,133 | \$34,397 |
| Depreciation and amortization | \$24,709 | \$33,117 | \$35,482 | \$37,653 |
| Interest expense | \$1,917 | \$1,903 | \$2,026 | \$1,749 |
| Income tax expense | \$15,258 | \$21,892 | \$10,272 | \$12,340 |
| Loss on disposal of assets | \$16,158 | \$19,228 | \$31,198 | \$31,153 |
| Stock-based compensation | \$1,650 | \$1,829 | \$2,840 | \$577 |
| Other expense and legal settlement | \$525 | \$187 | \$276 | \$75 |
| Other general and administrative expenses | - | - | \$6,540 | \$10,786 |
| Deferred IPO and retention bonus and severance expense | \$630 | \$2,314 | \$1,795 | \$3,165 |
| Adjusted EBITDA | \$112,625 | \$150,275 | \$126,562 | \$131,895 |

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