

Select Energy Services, Inc.

NM WNRC - September, 8th 2021

Select Energy Services (NYSE: WTTR)

29% 45% • Water • Oilfield

By Segment

2Q21 Revenue¹

- Water Services
- Water Infrastructure
- Oilfield Chemicals



Recent Developments / Highlights

Basic Energy Services

- "Stalking horse" bid to acquire Agua Libre Midstream assets and other water related assets from Basic Energy Services, Inc.
- Assets include 66 SWDs and >600 trucks

Produced Water Recycling Rapidly expanding Select's produced water recycling footprint and capabilities
7 facilities active/near completion with >375k bpd of throughput capacity and >6mm bbls of storage capacity built over the past 12 months

Select Corporate Profile²

Listing and Ticker Symbol	NYSE: WTTR
Recent Share Price	\$5.50
Market Capitalization	~\$594MM
Enterprise Value	~\$451MM
2018 – 2020 Avg. Annual Revenue	~\$1.14B



Based on results for the three months ended June 30, 2021, including divested operations
Share price as of September 3, 2021

Leading Sustainable Water & Chemical Solutions



Select's acquisition of Gregory Rockhouse Ranch ("GRR") in March 2017 positioned the company to become the leading provider of water sourcing in the Northern Delaware Basin

+ Key assets acquired included:

- ~1,200 miles of infrastructure connecting water sources to large containment systems and pits throughout Eddy and Lea Counties
- □ ~2,000 miles of ROW from the BLM, state and private landowners
- + Select currently moves ~300k barrels of water per day (bwpd) on average in New Mexico and has recently moved as high as ~530k bwpd
 - <5% of the water Select has moved in New Mexico YTD has been sourced from Texas





O&G Activity and Completion Source Water

New Mexico O&G Activity Snapshot



SE NM Well Completions 2018 – 2020¹

+ Average of ~1,000 wells completed per year in Southeast New Mexico

from 2018 to 2020

- + At 450,000 barrels of water per completion, implies ~450 million barrels of frac water demand per year
- Local fresh, brackish and recycled produced water can satisfy this demand, but any one of these three water classifications is likely insufficient to support economic development
 - Economics will be the primary driver going forward as to which source is utilized



Completion Source Water

- Access to fresh/brackish and produced water from both New Mexico and Texas is likely required to maintaining productivity and meeting the demands of the oil and gas industry in New Mexico
- + Availability and price of water have been the primary drivers as to whether an operator uses fresh, brackish or produced water for new well completions
 - □ Price determined by both:
 - Commodity price (\$/bbl) for water
 - Logistics cost to acquire and store a sufficient amount of water
 - Ex., cost is ~\$0.01/bbl/mile to efficiently transfer water
 - Corporate governance and resource conservation becoming a more influential factor
 - Physical and economical limitations may still exist (subsequently discussed)





Produced Water Recycling

Environmental & Economic Implications of Recycling

Fresh & Brackish Water Sourcing



\$0.35 to \$1.00 per barrel

Salt Water Disposal



\$0.40 to \$1.00 per barrel

Produced Water Recycling

\$0.75 to \$2.00 per barrel to source fresh/brackish water to complete a well and to dispose of produced water once the well is producing



Water recycling is more environmentally friendly and <u>less than half the cost of using</u> fresh water to complete wells and SWDs to dispose of produced water volumes

+ Every barrel recycled:

- Saves a barrel from being disposed, which could help reduce seismic events
- Saves a barrel of fresh/brackish water from exiting the water lifecycle



Permian Produced Water and Frac Water Demand





Permian Basin produced water volumes are ~3x the amount of frac water demand



Water Logistics Challenge

Challenge: Supply of produced water is in excess of frac water demand, but tying in wells to supply frac rate in real time would be expensive and impractical



Wells Drilled Over the Past 10 years with average vintage of 6 vears¹

Water Per Minute²

Barrels of Water Per Minute³

to Support Frac Water Demand

Partial Solution: Large-scale produced water storage is utilized to collect water from nearby producing wells prior to the new well completion. Storage provides the needed total volume of water to support the frac

Based on current Permian fracs to which Select is sourcing the completion water



Source: Enverus DrillingInfo

Figure based on analysis of 83 operator provided type curves for various benches across Permian Basin reservoirs

Case Study – Successful 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
- + Facility will eliminate need for disposal in 2022 in development area, which has seismicity and formation pressure issues
- + Facility will 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



Closing Considerations

Closing Considerations

- + Access to fresh/brackish and produced water from both New Mexico and Texas is likely required to maintain productivity and economical development
- + Differing regulations and laws regarding water use and sales between New Mexico and Texas increases the regulatory burden and causes inefficiencies in water management for the oil and gas industry
 - A gross receipts tax is paid on any water originated and sold in New Mexico while an excise tax is paid for water brought in from out of state and sold in New Mexico
 - Select makes a concerted effort to monitor water and pay all GRT and ET
- + Consider improving accountability and tracking of water for both economic and conservation purposes
- + Consider improving ability to move or store produced and treated produced water



On behalf of Select Energy Services and its nearly 2,650 employees, I want to thank you for your time and the opportunities to be here today

