

Management Presentation

January 13, 2020



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Non-GAAP Measures: This presentation includes discussion of proforma Adjusted EBITDA, which is a measure not calculated in accordance with generally accepted accounting principles in the U.S. ("U.S. GAAP"). Adjusted EBITDA is defined as net income (loss) adjusted to eliminate the impact of interest, income taxes, depreciation and amortization, along with certain items management does not consider in assessing ongoing performance. Reconciliation of proforma Adjusted EBITDA has not been provided because such reconciliation could not be produced without unreasonable effort.



Company Overview An industry-leading U.S. land completions company

- Our foundation Founded in 1973 as Keane Group Inc., renamed to NexTier Oilfield Solutions through the merger with C&J Energy Services, Inc. in October 2019
- Our position Third largest provider of U.S. land completion services, including 2.2 million hydraulic horsepower and other services
- Our mission To consistently outperform in service delivery and returns, enabling customers to win by safely unlocking affordable, reliable and plentiful sources of oil and natural gas

Key Differentiators

Primarily U.S. land focused	Diversified services & footprint	Proven integrated solutions model
Focused on execution, safety & partnerships	Experienced management team	Strong balance sheet & liquidity

NEXTIER

Ticker: NEX (NYSE)

Market cap: \$1.4 billion¹

Headquarters: Houston, TX

Employees: ~6,600²

Annual Revenue: \$3.7 billion³

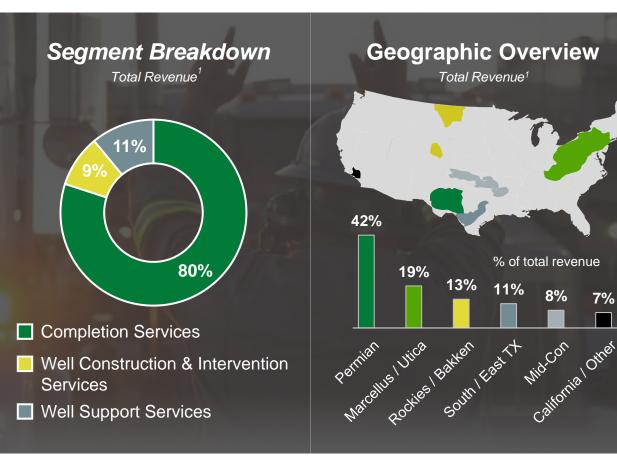


NexTier at a Glance The evolving oilfield demands innovative service providers

An industry-leading U.S. land completions company

Equipment Overview

- 45 Hydraulic frac fleets
- 118 Wireline units
- 25 Coiled tubing units
- 101 Cementing units
- **276** Workover rigs



% of total revenue

8%

7%

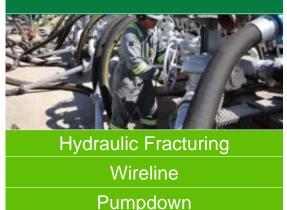
11%

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Diversified Service Offering

NexTier is a leading provider of a diversified base of oilfield solutions

Completion Services



- 3rd largest provider of U.S. land completions
- Largest U.S. provider of wireline & pumpdown
- Proven strategy of bundling frac & wireline

Market position

#3 Hydraulic Fracturing

#1 Wireline & Pumpdown

Well Construction & Intervention Services



Coiled Tubing

Cementing

- Market-leader in high spec coiled tubing; two newbuild large diameter delivered 1Q'20
- One of the largest providers of oilfield cementing services;
 3rd largest in Permian Basin

Top 3 High-spec Coiled Tubing¹

Top 5 Cementing Services

Well Support Services



Special Services

Fluids Management

- Top 3 rig services position in the U.S.
- Strong service history with proven brand name
- Nearly two-thirds of rig fleet is high-spec (class 4+)

Top 3 Rig Services



Deep Bench of Executive Leadership

High-caliber management team with significant experience

Primary Past Experience Primary Past Experience

Robert Drummond President, Chief Executive Officer	30+ Years	Schlumberger
Kenneth Pucheu SVP, Chief Financial Officer	20+ Years	Schlumberger
Greg Powell EVP, Chief Integration Officer	20+ Years	GE)
Kevin McDonald EVP, CAO & General Counsel	25+ Years	Marathon Oil
Billy Driver SVP, Product Lines	30+ Years	HALLIBURTON

lan Henkes SVP, Operations	25+ Years	Schlumberger
Ed Keppler SVP, Operations & Shared Services	25+ Years	Schlumberger
Ted Lafferty SVP, Chief Technology Officer	25+ Years	Schlumberger
Jack Renshaw SVP, Well Services	30+ Years	NABORS
Richard Vaclavik SVP, Chief Commercial Officer	35+ Years	BAKER HUGHES HALLIBURTON

Experienced management team with a demonstrated industry track record

Culture & Value System

Deep commitment to customers, employees and business partners



Safety

Unwavering commitment to the safety and well being of our people, customers and communities in which we operate



Employees

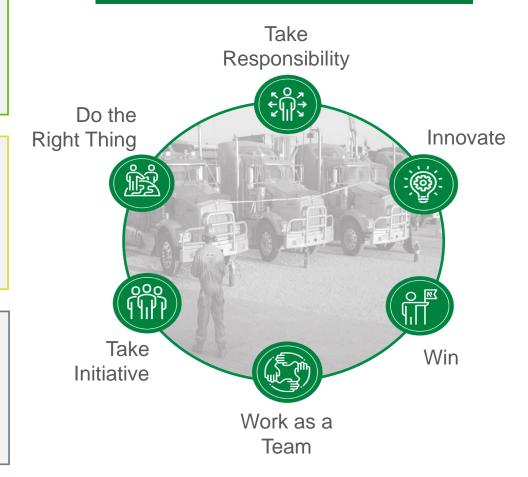
We recognize that our greatest assets are our people, and we are focused on their growth and development



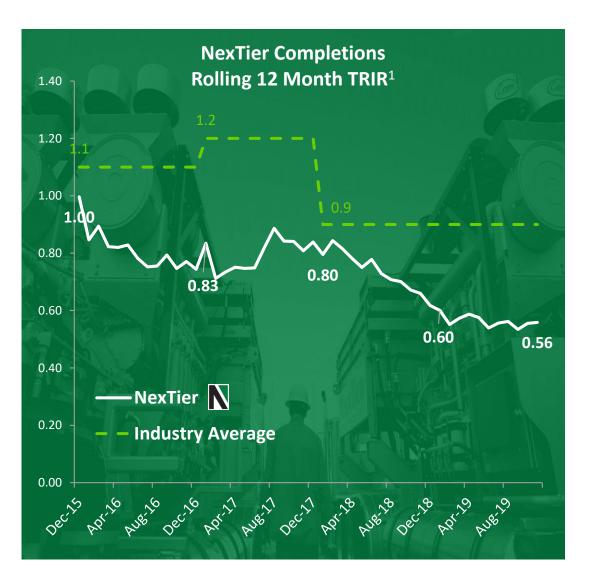
Asset Quality

We focus on maintaining high-quality equipment. Our well-maintained asset platform is capable of efficiently serving customers

Our Value System



Industry Leading Safety Record Performing safely is critical to winning and retaining quality customers



- Among the safest providers of oilfield services
- Current rolling 12-month average TRIR ~40% below industry average
- Leading safety record establishes license to operate, attract and retain top-tier customers and quality employees
- Continuous focus on safety and quality execution at the wellsite
- Results in less downtime and improved operational performance
- Reduced motor vehicle incident rate (the industry's most significant risk exposure) by ~45% yearover-year

Strong ESG Commitment Foster a culture focused on safety and sustainability



Environmental Stewardship Goals

- Focused on environmentally responsible practices
- Deploy technologies reducing diesel consumption and carbon emissions
- Minimize environmental footprint with focus on customers' wellsites
- Next generation fracturing technology initiatives in process



Social & Sustainability Goals

- Provide a safe work environment and support the well-being of our people
- Empower employees to embrace Safety First culture
- Tone at the top promotes culture of adhering to highest ethical standards
- Engage and give back to the communities in which we live and work
- Culture of diversity with more than 50% of employees ethnically diverse



Robust Corporate Governance Practices

- Diversity of Board comprised of members from legacy Keane and C&J
- Declassified board comprised of 75% independent directors
- Separation of Chief Executive Officer and Chairman roles
- Annual Board, Committee and individual director evaluations
- Robust Enterprise Risk Management process with board engagement

ESG Initiatives Implementing several impactful ESG initiatives

Environmental Commitment:

Minimizing our environmental impact by reducing fuel consumption and emissions at the wellsite through innovation, technology and investment

- ✓ Dual-fuel Tier IV DGB Engines: Deploying refurbished fleets with new Tier IV DGB engine technology in 1Q'20
- ✓ Tractor Reduction Solutions: Minimize idling tractors at wellsite upon commencement of fracturing operations
- ✓ EcoSeal Greaseless Cable: Eliminates need for certain lubricants; deploying on all perf and plug wireline trucks by YE'20
- ✓ Next Generation Fracturing Equipment: Field testing next generation pump technology and evaluating electric / natural gas driven pump designs

Tuel Efficiency Initiatives:

Reduce cost of operations with minimal capital investment while providing a favorable emissions footprint without compromising ability to provide leading service quality

- ✓ Hibernate™: Engine idle reduction technology deployed on all fleets by YE'20; targeting 6% reduction of fuel consumption
- ✓ Fuel Additives: Blending additives into diesel fuel supply that reduce emissions and fuel consumption; estimating 50% emissions reduction on deployed fleets

Dual-fuel Tier IV Engine



Greaseless Cable System



Unlocking affordable and plentiful sources of energy safely while minimizing our environmental footprint



Transformative Merger Stratogic combination of complementary

Strategic combination of complementary oilfield service companies

Combined Profile

- Increased Scale with High-Quality Asset Base
- Committed to Service
 Quality and Safety
- Improved Basin and Service Diversity
- Enhanced **Technology Platform**
- Strong Balance Sheet and Liquidity

Merger Overview

- Merger between Keane and C&J created a leading U.S. focused completions and production services company
- Combined revenue of \$3.7 billion and operating cash flow of \$602 million¹
- Combined company delivers attractive diversification across geographies and services, with a continuing focus on safety, service quality, and innovation
- Complementary platforms estimated to drive ~\$125 million of annualized run-rate cost synergies

Transaction Rationale Combination results in enhanced scale, value and financial position

- Strong Financial Position: Strong balance sheet delivers stability, opportunities for further innovation and financial flexibility. Immediately accretive to cash flow per share with enhanced potential for increased operating cash flow generation
- Significant Synergies and Value Creation: \$125 million¹ of expected annualized run-rate cost synergies, runway for earnings growth from idle, market ready equipment, and the creation of a more investable equity security with greater liquidity
- Positioned for Continued Innovation and Investment: Combines shared legacies of innovative R&D and a rich portfolio of proprietary technology to drive safety, value and operational efficiency. Improved ability to invest in next generation opportunities
- Complementary Cultures and Operating Philosophy: Combines businesses with shared commitment to safety and integrity, employee development, partnerships with blue-chip customers, technological innovation, and community relationships
- Scale and Diversity Across Services and Geographies: Creates large, diversified well completions and production services company, with strong presence in the most active U.S. basins

Integration Update Vigilant in seamlessly integrating our two companies

Primary focus on improving service quality and reducing cost of delivery

Retired 5 hydraulic fracturing fleets and significant base of non-frac equipment

Harmonizing critical system and technology infrastructure

Leverage scale & automation to lower transaction costs



Launched new corporate and field-level branding

Identified best talent across organizations

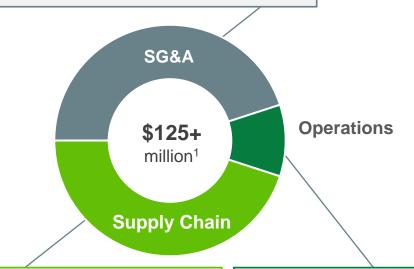
Increased synergy estimate to \$125 million¹ and accelerated timing to achieve by end of 2Q'20

Consolidating footprint to increase scale and lower cost to deliver

Increase in Synergy Opportunities Upsized and accelerated base of synergies



- Efficiency in support structure
- Overhead consolidation
- Economies of scale



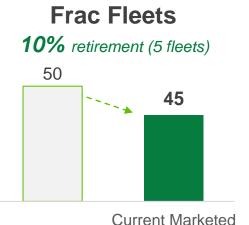
- Equipment, consumables & indirects
- Optimizing towards bestin-class solutions
- Proprietary wireline perf gun systems manufactured internally
- Economies of scale

- Improved basin density & absorption
- Facility consolidation
- Adopting best practices

Equipment Rationalization Strategy Contributing to responsible retirement of equipment

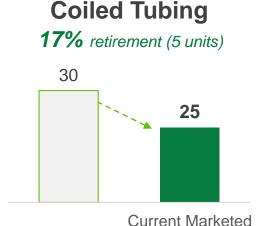
High-quality base of marketed equipment capable of serving customer needs

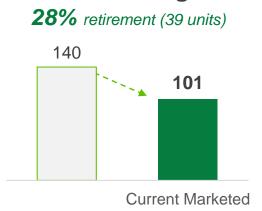
- Underwent extensive diligence process to identify and retire equipment unable to generate acceptable returns
- Portion of retired fracturing equipment deployed within the last year



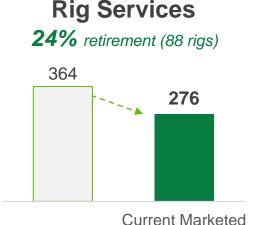


Wireline



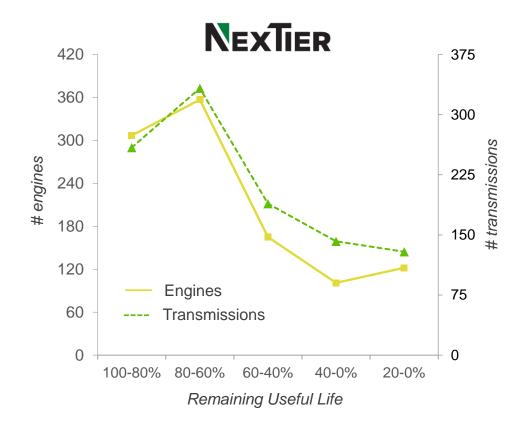


Cementing



High Quality Portfolio of Assets

Assets kept fresh by perpetual maintenance cycle



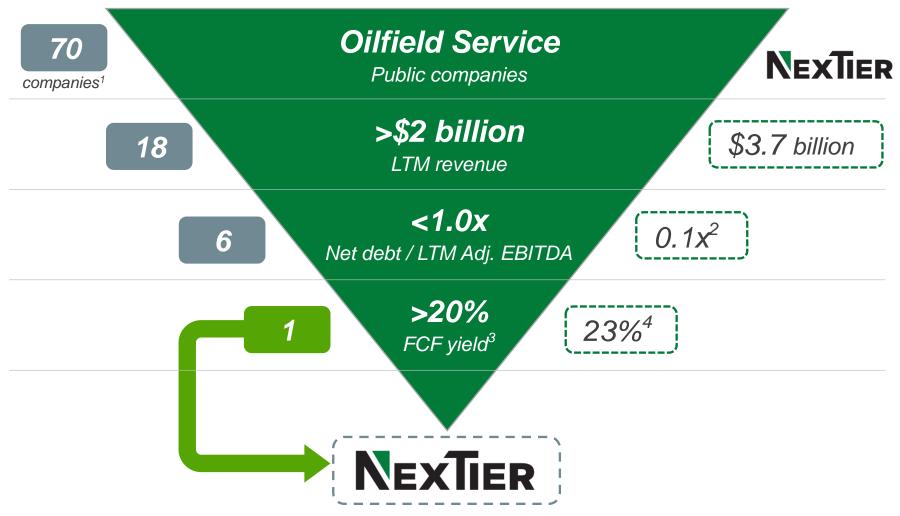
- Operating philosophy focused on asset quality and reliability
- Distribution profile demonstrates favorable condition of key frac components
- Significant investments made during recent years in new capacity and maintenance
- Fracturing fleet with upside earnings potential from idle warm fleets requiring no capex

- Safe and reliable operations
- Leading operational execution
- **Continuous investment in** fleet via surface innovation



Unique Set of Attributes

An oilfield services company with a compelling value proposition





Our Four Points of Distinction

Our strategy to drive success over the near and long-term

- Partnership: Unwavering commitment to partnerships, including on a dedicated basis with high-quality customers in all aspects of the relationship through open collaboration
- Safety: Focused daily on delivering safety performance
 a key differentiator that enables our partnership approach and honors our commitment to the well-being of our employees and partners
- **Efficiency**: Strive every day to deliver leading efficiency, constantly challenging ourselves to do more on behalf of customers. Relentless in our pursuit of efficiency, which creates value for our stakeholders
- Innovation: Committed to leading the charge on innovation and being the clear choice for operators seeking a forward-thinking partner; innovation will drive the next leg of safety, efficiency and sustainability







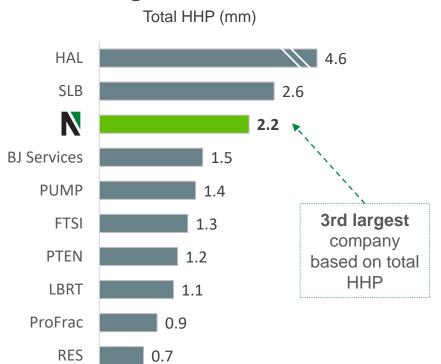




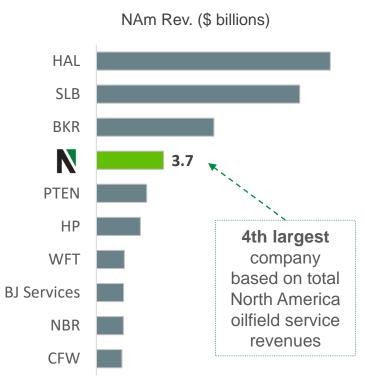
Significant Scale in the U.S.

Leading provider of multi-basin completions & production services

Leading U.S. Frac Position¹



Increased NAm Presence²



- Ability to serve customers with broader geographical footprint; greater cross-sell opportunities
- Improved efficiencies via increased basin density & leveraging field & corporate overhead
- Ability to leverage existing and emerging technology investments across a larger platform
- Greater relevancy to current and potential supplier base



¹ Source: Rystad Energy, company filings and sell-side research reports. As of 6/30/19 plus announced HHP attrition during 3Q'19 reporting cycle. ² Source: Company filings, Spears & Associates, LTM as of 9/30/19.

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Portfolio of Top-Tier Customers

Partner with highly efficient customers under dedicated agreements

Partnerships with high-quality customers

Focused on delivering top-tier safety, efficiency and execution

Combined scale enables growth via existing and new customers































































NESR Partnership NexTier's strategy in action; expands footprint overseas



NEX recently commenced operations in the Middle East North Africa ("MENA") Region with one dedicated fleet to support NESR's completion operations, including the operation of hydraulic fracturing and wireline equipment



Win-Win Partnership:

Entry into MENA region to provide completion services with strong U.S. based partner under favorable risk profile

Innovation:

NexTier provides equipment, operational expertise and skilled personnel while NESR provides access, customers and relationships

Efficiency:

Demonstrates our unconventional expertise and ability to mobilize quickly

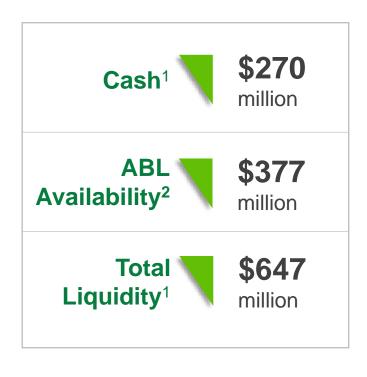
Profitable:

Accretive to our average deployed U.S. fracturing portfolio from a profitability perspective; no infrastructure investment given subcontractor status

Benefits of Balance Sheet Strength

- ✓ Positions NexTier to execute in a range of market conditions
- Serves as an enabler to continue to invest in innovation and evaluate alternatives for shareholder return

\$ million	As of 9/30/19
Cash ¹	\$270
Senior Secured Term Loan	\$338
Net Debt ¹	\$68



Strong liquidity and low leverage position provides differentiating flexibility and resiliency

Market Observations Focused on leading efficiency, innovation and profitability

Conditions & Market Response

▼ Current Conditions:

Range-bound macro environment, fracturing overcapacity, pursuing contract renewals, focused on need to further drive efficiencies

▼ Supply Attrition:

Sizable base of horsepower attrition likely reflects early innings of larger cycle

■ Manned Fleet Reduction: Significant reduction helps to balance effective supply & demand

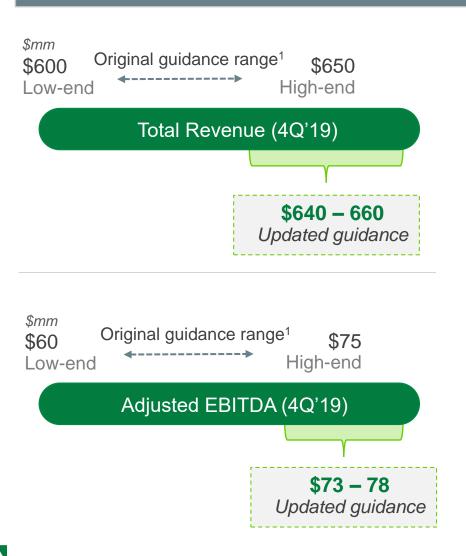
Additional NexTier Response

- Efficiency & Innovation:
 Lead technology adoption across
 surface, subsurface and digital
- Driving Cost-out: Striving to achieve low cost position across direct materials, maintenance and footprint
- Capturing Synergies: Starting to capture cost synergies and leverage best practices to improve processes
- Right-sizing Operations:
 Aligning cost structure with market conditions

Proactive response to market conditions by focusing on what we can control

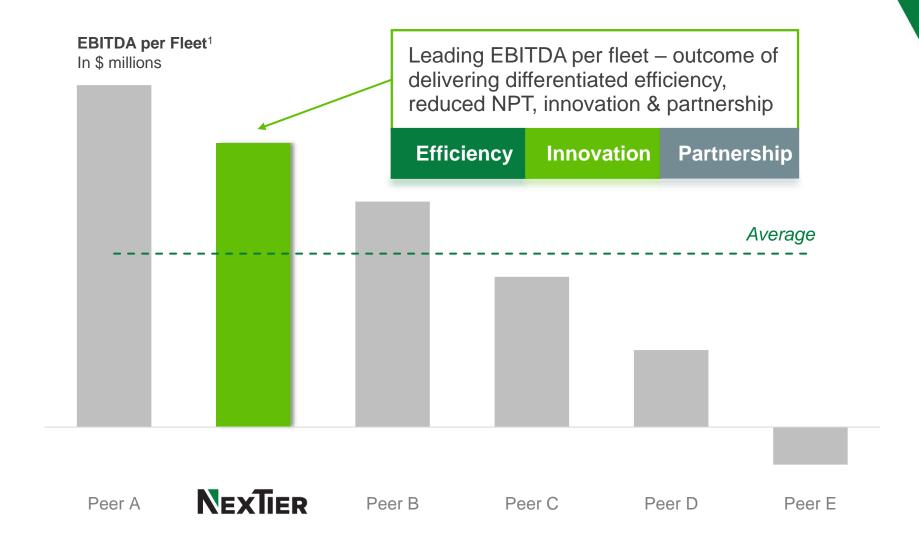
Updated 4Q'19 Outlook Results expected to meet or exceed the high-end of 4Q'19 guidance range

Strong expected results relative to guidance despite challenging market conditions



- Updating total revenue guidance for 4Q'19 to \$640 – 660 million, compared to \$600 – 650 million previously
- Updating Adjusted EBITDA guidance for 4Q'19 to \$73 – 78 million, compared to \$60 – 75 million previously
- Expected decline versus 3Q'19 driven by lower utilization, mainly due to customer budget exhaustion and seasonality, as well as continued competitive pricing
- Strong 4Q'19 results reflects lack of significant weather, strength of customer partnerships, and leading efficiencies via continued execution and innovation
- Experiencing mixed levels of customer urgency to start 2020, partially offset by strong efficiencies on deployed fleets

Leading 3Q'19 Frac Profitability Clear market bifurcation in profitability per fleet



Capital Return Objectives Expected to generate meaningful free cash flow







- In December 2019, Board authorized \$100 million capital return program; reflects 7% of current market capitalization¹
- May be implemented through stock repurchases, dividends, or other capital return strategies
- Includes approval for up to \$50 million of stock repurchases
- Program allows for flexible execution of capital return

Our Commitment to Shareholders

Create **shareholder value** Maximize shareholder returns focusing on ROI Prioritize uses of *free cash flow* generation



Partnering with our Customers to Create Value

Maximize value to customers through technology and innovation

Customer cash flow lifecycle



Invest



Assess Acreage



Drill



Complete



Produce



Cash Flow



Our focus is to:



Accomplished by embracing innovation and investing in technology to:

- Optimize logistics
- Maximize efficiency
- Reduce non-productive time
- Reduce cost of operations
- Optimize completions



Innovation: Core Part of NexTier's DNA Developing a leading technology platform

Surface Technology

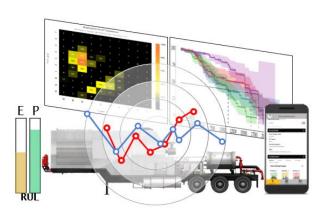




- Next generation equipment
- Proprietary control systems
- Component life extension
- Modular perf guns
- Advanced flow control



Digital Capabilities



- Digital operating center
- Logistics control tower
- Equipment health monitoring
- Utilization optimization
- Predictive maintenance







- Engineered completions
- Increased conductivity
- Optimize frac placement
- Improve field performance

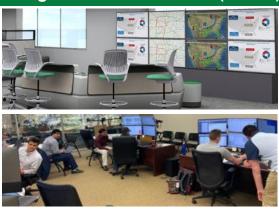
- ✓ Increase efficiency
- ✓ Reduce nonproductive time
- ✓ Decrease labor costs
- ✓ Ge
 - Generate revenue
- ✓ Beneficial ESG impacts





NexTier's Digital Capabilities Working to implement several core technology initiatives by YE'20

Digital Operations Center ("DOC") & Logistics Control Tower ("LCT")



- Expecting 24/7 operational support for all deployed fleets by YE'20
- DOC to enhance equipment monitoring and increase operational reliability
- Centralized reporting center to increase customer visibility and satisfaction
- LCT designed to increase efficiencies and lower costs

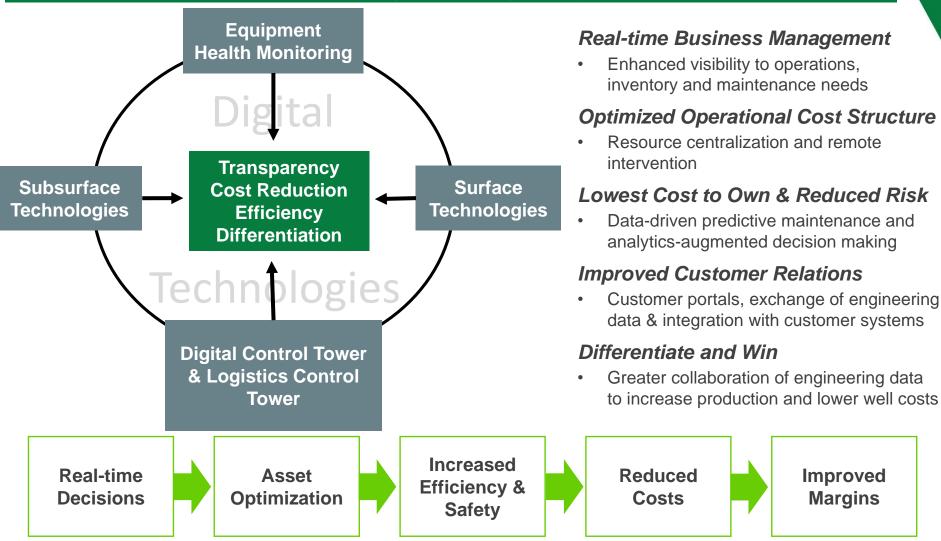
Equipment Health Monitoring ("EHM") Program



- Expecting to be fully operational on deployed fleets by YE'20
- Primary goals of extending major component life, reducing overall spend and lowering NPT
- Works in conjunction with our proprietary cloud-based data analytics insight platform
- · Recent monitoring pilot activities resulted in ~252 catches (estimated cost saving of ~\$1.5mm¹)

NexTier's Digital Transformation Our digital capabilities will drive operations of the future

NexTier's Strategic Technological Objectives:



Industry leading transformation through improved processes and proprietary technologies

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Surface Technologies

Investing in technologies that lower costs, increase efficiency and improve safety

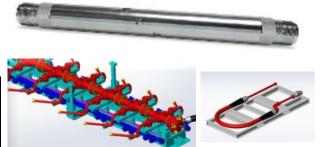
Equipment Reliability & Efficiency



MDT Controls & Hibernate™ Installation



Next Generation Equipment



- Major component life extension program to reduce early failures and extend useable life
- Iron Track & Trace program to extend iron life, reduce NPT and improve procurement process
- Dart Valve project to increase reliability and performance and reduce per stage operating cost
- Wireline perf gun and tool technologies offer lowest perforating cost in the market

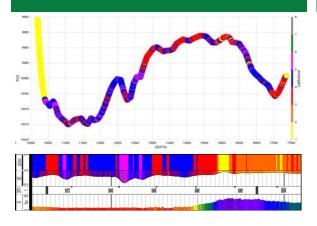
- Installation of proprietary technologies on deployed fleets by YE'20
- Focused on extending engine life and reducing NPT
- Standardization and elimination of third party control systems reduce overall cost of ownership
- Reduced engine idle will result in less diesel consumption and lower overall emissions

- Investing in next generation pump technologies:
 - Proprietary pump
 - Tier IV DGB
 - e-fleet technologies
- Proprietary perforating gun design to improve reliability and efficiency
- Advanced flow control technologies to modernize frac fluid conveyance

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Subsurface Innovation Technology partner of choice

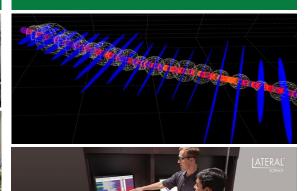
Subsurface Engineering



Chemistry



Technology Collaboration



- Partnering with industry's most progressive customers to tackle reservoir challenges, including:
 - Patented engineering tools for improved completions designs
 - Optimized diversion strategies
 - Low cost technologies for evaluation of fracture performance

- Leverage our world-class laboratory facilities to bring the best chemistry technologies to our customers
- Ideal partner for chemical providers to achieve market penetration
- Partner with customers and vendors to continuously improve environmental profile of our chemical portfolio

- Partnering with innovators to accelerate market introduction of new technologies (i.e. Seismos)
- Integration with NexTier technologies to deliver higher value for customers
- Technology collaboration and joint projects with our strategic customers

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NexTier Takeaways

Leading oilfield services company providing a compelling investment proposition





Safety, efficiency and differentiation through quality service and innovation

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