

CYPRESS® ENERGY PARTNERS NYSE: CELP Essential Midstream Services



MLPA Investor Presentation – June 1st, 2017



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Some of the statements in this presentation concerning future performance are forward-looking within the meaning of U.S. securities laws. Forward-looking statements discuss the Company's future expectations, contain projections of results of operations or of financial condition, forecasts of future events or state of other forward-looking information. Words such as "may,", "assume," "forecast," "position," "forecast," "position," "strategy," "except," "intend," "plan," "estimate," "anticipate," "believe," "project," "budget," "potential," or "continue," and similar expressions are used to identify forward-looking statements. Forward-looking statements may include statements that relate to, among other things, availability of cash flow to pay minimum quarterly distributions on the Company's common units; the consummation of financing, acquisition or disposition transactions and the effect thereof on the Company's business; the Company's existing or future indebtedness and credit facilities; the Company's liquidity, results of operations and financial condition, future legislation and changes in regulations or governmental policies or changes in enforcement or interpretations thereof; changes in energy policy; increases in energy conservation efforts; technological advances; volatility in the capital and credit markets; the impact of worldwide economic and political conditions; the impact of wars and acts of terrorism; weather conditions or catastrophic weather-related damage; earthquakes and other natural disasters; unexpected environmental liabilities; the outcome of pending or future litigation; and other factors, including those discussed in "Risk Factors" section of our annual report on Form 10-K. Except for historical information contained in this presentation, the matters discussed in this presentation include forward-looking statements that involve risks and uncertainties. The Company does not undertake and specifically declines any obligation to publicly release the results of any revisions to these forward-looking statements that may be made to reflect any future events or circumstances after the date of such statements or to reflect the occurrence of anticipated and unanticipated events. Forward-looing statements are not guarantees of future performance or an assurance that the Company's current assumptions or projects are valid. Actual results may differ materially from those projected. You are strongly encouraged to closely consider the additional disclosures and risk factors contained in the prospects.

Cypress Energy Partners, L.P. (NYSE: CELP) – Overview



We strive to be the premier midstream energy services company in markets we service.

Safety is a top priority and CELP enjoys an excellent rating

Pipeline Inspection (PIS) & Integrity (IS) Services



- Pipelines are an essential part of our energy infrastructure and required to transport hydrocarbons from the wellhead to various users
 - → <u>Pipelines are regulated by DOT and require</u> inspection and integrity services
- Two business units:
 - Tulsa Inspection Resources, LLC (TIR) > 1,200 inspectors and access to over 16,000+ inspectors
 - Brown Integrity, LLC: (Brown) Integrity assessment hydro testing (51% owned)
 - Services cover most energy infrastructure including:
 oil, gas, NGLs, refined products, CO2, Local
 Distribution Companies ("LDCs") / Public Utility
 Companies ("PUCs"), storage, gas plants,
 compressor stations, etc.
- A portion of our business enjoys recurring revenue opportunities associated with maintenance, repair & operations (MRO) activities

Water & Environmental Services (W&ES)



- Saltwater is a naturally occurring byproduct of the oil and gas production process that must be properly handled to protect the environment
 - → <u>Saltwater disposal is also regulated by states & EPA</u>
- CELP has 11 owned saltwater disposal (SWD) facilities
 - Avg. disposal volume of ~ 30k¹ barrels/day or
 ~ 13.3 MM TTM barrels (25% utilized)
 - Annual injection capacity of ~ 53 million barrels without any incremental capital expenditures.
 - 99% of our volumes are produced and piped water (not flowback, which is tied to new drilling)¹
 - We receive water via (9) midstream pipelines directly from oil & gas wells owned by investment grade energy companies into 5 of our facilities.
- We also manage and own 25% of another Bakken facility
- We do not own or operate in Oklahoma because we understood seismic risk long before the substantial media coverage of earthquakes in known fault areas.

¹ Three months ended March 31, 2017.

All Business Lines Are Required By Government Regulations



Essential ServicesWater & Environmental



- ✓ <u>Produced water focus</u>: Occurs for the life of oil & gas wells
- ✓ ~ 99% of water in Q1 was produced water
- ✓ > 8,000 drilled uncompleted wells ("DUC's") will lead to growth
- ✓ <u>Piped water growth</u>: Pad drilling, down spacing
- ✓ ~ 52% of Q1 water was piped
- ✓ 9 pipelines (5 Bakken, 4 Permian)
- ✓ Investment grade energy customers on each pipeline.
- ✓ <u>Total volumes</u>: Q1 we disposed of ~ 30K barrels per day vs. over 135K barrels per day of capacity, or 25% utilization.

Required Services Pipeline Inspection & Integrity



- ✓ Required services: Natural gas, crude, CO2, and other liquid pipelines must be regularly inspected pursuant to various laws
- ✓ Many states considering enacting even more stringent inspection requirements

Stability, Diversity, Growth CELP



- ✓ <u>Fixed-fee model</u>: We charge a fixed-fee or daily rate for most services
- ✓ over 85% of total revenues and
 > 90% of inspection revenues are from investment grade customers
- Increased Regulatory oversight:
 Drives demand
- ✓ High profile incidents encourage greater investment in integrity
- ✓ Potential mandatory hydrotesting under consideration of pre-1970 gas lines
- ✓ <u>Resilient business</u>: Lower correlation to commodity prices
- ✓ PUC's not exposed to oil prices

- ✓ <u>Diversity</u>: Our strategy is to offer services in US and Canada and be diversified across oil and natural gas sources
- ✓ ~ 200 customers across North America
- ✓ Growing number of PUC's
- ✓ **Brown Integrity:** We own 51% of a hydrotesting company with a right to acquire the remaining 49%.

> 85% of our Customers are Investment Grade @



Water & Environmental

- 125+ customers in the U.S.
- E&P companies
 - Permian
 - Bakken
- Midstream Pipelines
- Trucking companies that serve oil & gas producers
- Crude oil purchasers

Pipeline Inspection & Integrity Services

- 150+ customers in North America a majority are investment grade publicly-traded companies
 - Midstream companies
 - Oil & gas or E&P producers with infrastructure/systems/etc.
 - LDC's and/or PUCs that provide natural gas to customers
- We have only scratched the surface. Our available market is well over 1,000 energy companies that have infrastructure requiring inspection.
- We have over 160 MSA's and added over 40 new customers in 2016 and 21 new customers in Q1 2017.





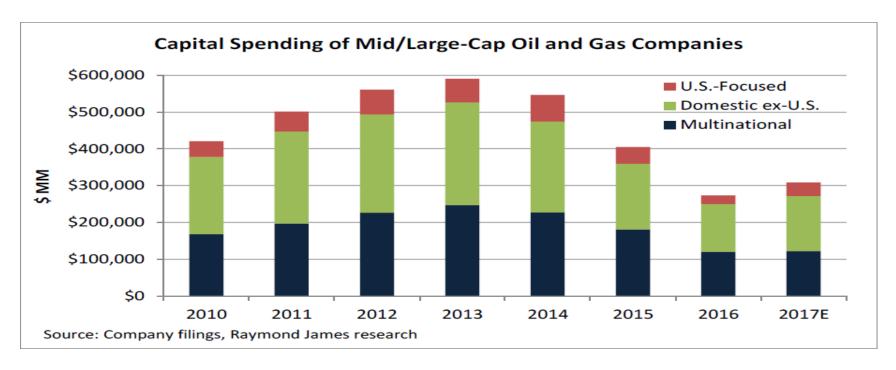


Customers Finally Increasing Capital Spending



Even with the 2017 recovery, capital spending still down by nearly half from 2013 to 2017

- Three years of investment cutbacks by the global oil and gas industry have resulted in austerity of unprecedented proportions.
- 2016 global oilfield cuts averaged a stunning 33%.
- US is up over 50+% while international is showing only single digit recovery.
- Initial budgets in the survey are subject to revision
 - Generally in an upward direction, particularly in the U.S.

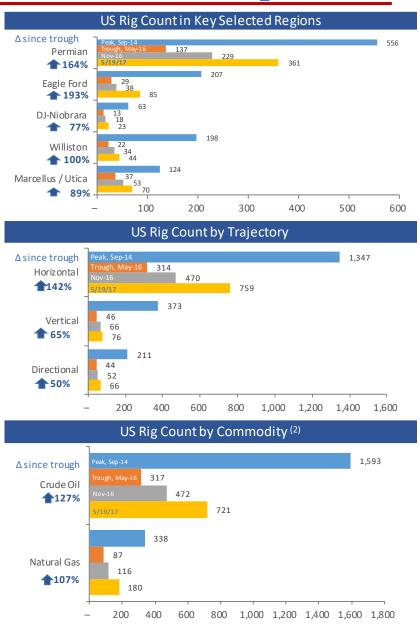


Rig Count & Productivity Per Well Continues to Improve

- The US rig count increased by 16 rigs last week, bringing the active rig count to 901 as of 5/19/17, and 44 rigs have been placed in service over the past four weeks
- Rig count has increased 18 weeks straight since 1/20/17
- 497 rigs have been added since trough (404 rigs) on 5/27/16 (+123%)
- Rigs down 53%, or 1,030 rigs, from Sep-14 peak of 1,931
- The Permian basin has out paced the other basins over the past 4 weeks, accounting for 21 of the 44 rigs added

Total US Rigs	Baker Hughes	<u>+/- 1wk</u>	<u>+/- 4wk</u>	<u>+/- 1yr</u>	_ ∆ Peak	△ Trough
	901	+ 16	+ 44	+ 497	- 1,030	+ 497
Permian	361	+ 4	+ 21	+ 224	- 195	+ 224
Eagle Ford	85	+ 2	+ 7	+ 54	- 122	+ 56
Woodford	62	-	- 1	+ 30	+ 12	+ 30
Haynesville	40	+ 1	+ 3	+ 26	- 6	+ 25
Granite Wash	10	- 1	-	+ 6	- 56	+ 4
Barnett	7	+ 1	+ 1	+ 5	- 15	+ 5
Fayetteville	1	_	-	+ 1	- 8	+ 1
DJ-Niobrara	23	- 2	- 2	+ 10	- 40	+ 10
Mississippian	9	+ 3	+ 1	+ 6	- 68	+ 6
Williston	44	-	-	+ 21	- 154	+ 22
Marcellus	45	+ 2	- 1	+ 19	- 35	+ 19
Utica	25	+ 1	+ 2	+ 15	- 19	+ 14
Other	189	+ 5	+ 13	+ 80	- 324	+ 81

Source: Baker Hughes (5/19/17)

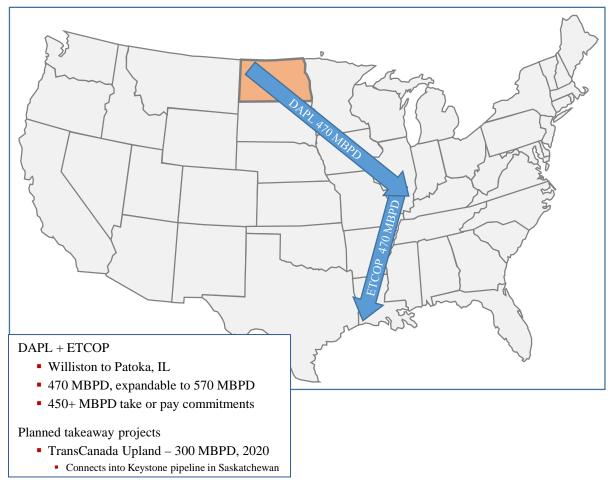


⁽¹⁾ Represents US rig count, including offshore rigs. Peak & trough rig count represent peak & trough total rigs since 1/1/14, (not by basin).

⁽²⁾ Rigs categorized as "Miscellaneous" in Baker Hughes are included in "Crude Oil" category.

DAPL Will Benefit ND Customers & Cypress





The Bakken has seen a subdued growth in rig count as a combination of a large DUC backlog (821 per EIA in April) and constrained balance sheets (3.1x net debt /EBITDA on average at strip in 2017) keep companies from accelerating more aggressively. (Tier 1 average w/enhanced fracs are some of the best in the US) allow companies to add incremental capital to the drill bit. The basin also produces crude, which is more desirable for refiners than other plays as the average API tends to trend towards 40-45, with lighter barrels only produced around central McKenzie and Williams. Source: TPH Energy Research.

- DAPL will drive additional production in the Williston
 - Adds 60+% more pipeline takeaway capacity
 - Reduces producers' breakeven by \$5+ per barrel vs. rail
 - 820+ DUCs in North Dakota
 - 44 active rigs in the Williston
- Positioned to capture increased demand for water disposal
 - Demand for water disposal will increase with new production
 - 7 facilities located near high production areas
 - Existing relationships with blue chip producers
- 9 of our SWD's are located in the Bakken.

The Typical Life Cycle of a Pipeline





New Construction

Record Retention / Documentation Initial Assessment (baseline)



40-60 year expected life

Require inspection and integrity services for the **entire life cycle**

PHMSA Required Testing: Liquids Pipelines: **5 years** Gas Pipelines: **7 years**

Prudent Operator

State requirements continue to vary and evolve

Risk Assessment

vary and evolve

Data Review

New Construction Services

Current Services

• Right-of-way acquisitions (limited)

Potential Services

- Barcode scanning
- Nitrogen services
- Water & Solid waste services
- Chemical cleaning
- Survey

Integrity Management Program

Current Services

- Hydrostatic testing
- Chemical cleaning
- External corrosion direct assessment
- Pig tracking
- Dig staking
- Inspection
- NDE

Potential Services

- In-line inspection (ILI) pig
- Close internal surveys (CIS)
- Maintenance pigging supplyhouse
- Leak detection surveys
- Chemicals and nitrogen services
- Water & Solid waste services
- Aerial surveillance

PIS – Our Midstream Pipeline Services



Federal and some state regulations require pipeline operators to develop integrity management programs and conduct inspections, with operators outsourcing elements



Inspection Service	PI&IS						
In-line Inspection							
Smart pigs & various ILI technologies	*						
Pig tracking	✓						
Integrity Assessment							
Hydrostatic testing	✓						
Pneumatic pressure testing	✓						
Other Non-destructive Examination (NDE) Inspection							
Visual / LIDAR	*						
X-ray	*						
Ultrasonic	✓						
Data & Integrity Program Management Services							
Smart pig and other NDE inspection data	✓						
Anomaly & above ground marker (AGM) reports	✓						
Automated dig sheet generation	✓						
Chemicals	* <						
Staking Services							
AGM placement	√						
Dig site staking	✓						
Construction & Repair Management							
Project supervision & coordination of field activities	✓						
Dig site excavation oversight	✓						
Defect assessments & mapping / surveying	✓						
Documentation	✓						
Nitrogen Services	*						
Indicates business activity performed by our PL&IS busin							

✓ Indicates business activity performed by our PI&IS business



PIS Revenue Overview



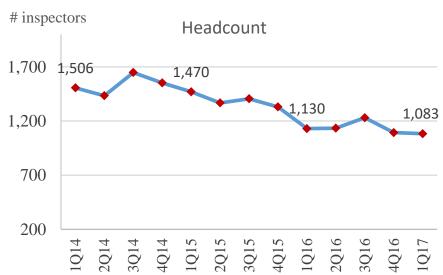
How We Generate Revenue

- Customers typically pay a daily or weekly rate per inspector and per diem expenses.
- Revenues driven by the number and type of inspectors performing services and the fees charged
 - Inspection services gross margins are ~10% and NDE and hydrotesting are > 20%
- Numerous recurring revenue opportunities with maintenance, repair and operations (MRO) activities
- The two year downturn impacted most of our customers leading to project delays and/or cancellations. Presidential election & OPEC cuts positive for energy industry
- Seasonal impact of headcounts results in ~ 56% of TIR's activity historically occurring in the 3rd and 4th quarters

Even with the multi-year industry downturn TIR enjoyed a 5 Year 13.6% CAGR in Revenue growth¹



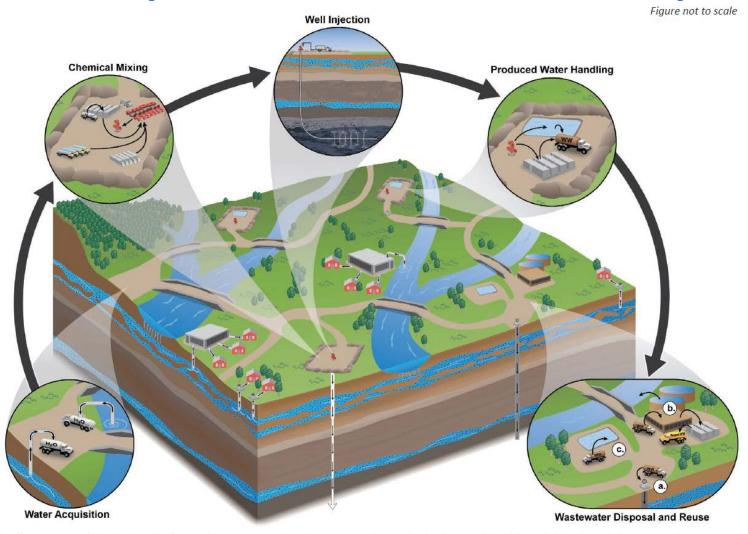
Average TIR Inspector Headcount



¹CAGR for period from 2011-2016

Water Life Cycle in the Oil & Gas Industry





The five stages of the hydraulic fracturing water cycle. The stages (shown in the insets) identify activities involving water that support hydraulic fracturing for oil and gas. Activities may take place in the same watershed or different watersheds and close to or far from drinking water resources. Thin arrows in the insets depict the movement of water and chemicals. Specific activities in the "Wastewater Disposal and Reuse" inset include (a) disposal of wastewater through underground injection, (b) wastewater treatment followed by reuse in other hydraulic fracturing operations or discharge to surface waters, and (c) disposal through evaporation or percolation pits.

O&G Industry Water Trends & Challenges



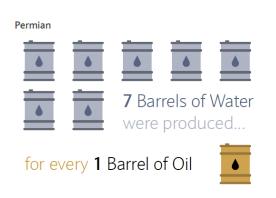
Demand Trends

- O&G operations are increasingly more water intensive
 - Mining, including O&G, accounts for ~1% 2% of total freshwater withdrawls.
 - Freshwater use in fracturing increased from 5,618 barrels to nearly 128,102 barrels per oil well and 162,906 barrels per gas well, between 2008 and 2014. In 2017 we are seeing some Permian completions use over 600,000 barrels.
- Increase in drilling activity
 - The Permian basin and other high water cut areas have the highest growth in drilling activity.
- Increased use of brackish water
 - Almost 80% of water in many parts of Delaware side of the Permian Basin is sourced from brackish water (TRRC).
- Increase reuse of water

Industry Challenges

- Freshwater scarcity
- Limited availability for large disposal volumes
- Increased regulation, including quality testing and restricted disposal in areas with seismic activity
 - 80% 90% of water is reused in PA due to regulation, versus 10% 20% industry wide.
 - OK has passed regulation limiting injections in identified seismic "areas of interest".

Water-to-Oil Ratio for the three major U.S. onshore oil basins







% Change, 2013-2016 → +434%

Average Water Used per Frack in the three major U.S. onshore oil plays

13

(Barrels of Water)

Water Services Opportunities



- Increased water sourcing, treatment and disposal
 - Water demand per well continues to increase with horizontal drilling and lateral lengths.
 - Drilling activity is increasing as prices recover and production costs decline, driving higher demand for water services.
- Price increases due to scarcity of freshwater sources and increasing limitation in water disposal
 - Approximately 10% to 30% of a well's capital expenditure is water related, while 40% to 55% of operating costs come from produced water management and disposal.
 - Water disposal including trucking and injection, ranges from \$1 to \$8 per barrel of water.
- Infrastructure to support reuse of water
 - Barclays estimates that reusing produced water in fracking operations could lower water costs by about 45% and save over 300,000 barrels of freshwater per well, improving company economics and the industry's environmental footprint, and enhancing security of supply.

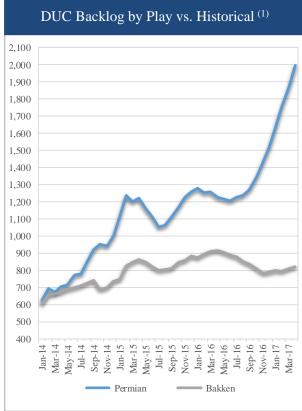
Average Water Costs for Oil and Gas Completions in the Permian

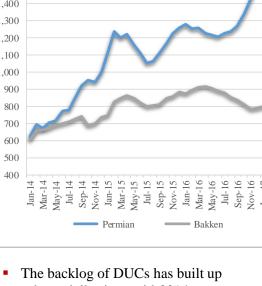


Source: Barclays Research

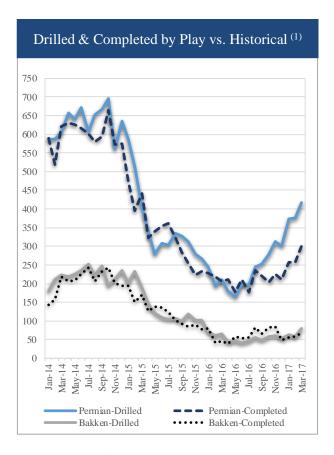
Drilled but Uncompleted Wells (DUCs) & Wells Drilled, Completed, Permitted

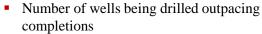




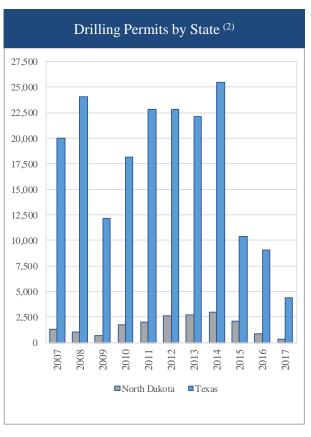


- substantially since mid-2014
- EIA DUC estimates for April 2017:
- Permian: 1,995
- Bakken: 821





- Permian Jan. Apr. 2017:
 - 1,612 wells drilled (↑ 94% YoY)
 - 1,136 completions (↑ 32% YoY)
- Bakken Jan. Apr. 2017:
 - 283 wells drilled (↑ 19% YoY)
 - 252 completions (↑ 23% YoY)



- Texas:
 - 4,436 onshore drilling permits filed in 2017 YTD (2)
- North Dakota:
 - 305 onshore drilling permits filed in 2017 YTD (2)

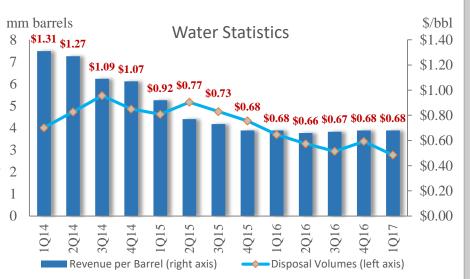
Source: EIA, 5/15/17.

W&ES – Business Overview & Opportunity



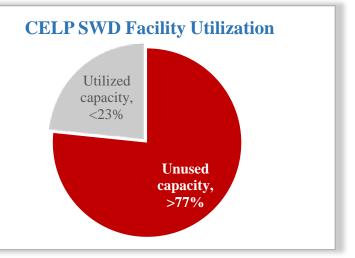
How We Generate Revenue

- We charge a **fee per barrel for disposal**
- Management fees for 3rd parties
- Transportation fees for pipelines (future)
- Selling residual/skim oil recovered
- Downturn led to an overbuilt market 2 that lowered pricing.
- 15-30% of an oil and gas well's operating cost is associated with water handling¹



Significant Unused Capacity

- Annual injection capacity of ~53 million bbls
- Our facilities have more than 75% of available capacity today
- Represents substantial capacity to generate more revenue and cash flow <u>without</u> any additional capital expenditures
- Utilization of existing capacity does not require any incremental capital needs
- DUC completions will greatly benefit us
- Reeves County in Permian is very active



Significant Growth Opportunities w/ Supportive Sponsor



Acquisitions

Organic

Diversify Our Business Offering



Our broad PLR allows us to diversify into other businesses:

- Additional inspection services (ILI, pigging, LIDAR, nitrogen, water & environmental and chemicals)
- Traditional midstream assets (pipelines & storage)
- Remote sensing and monitoring
- Solids, recycling, oil reclamation, expanded geography

Brown Integrity Purchase Option

Potential to purchase remaining 49% Brown interest¹

Utilize Unused Capacity (W&ES)



Facilities are currently only ~ 23% utilized

- Requires no additional capital spending
- Capable of handling over 135K BPD or > 50MM annually
- Infill drilling will increase volumes
- Over 500 DUC's waiting for completion within 15 miles

Expand
Inspection
Customer Base
(PIS)



Expand TIR inspection customer base of 150+ clients

- Growing federal and state regulations
- New PHMSA proposed rules + CA
- Currently serve small subset of available market including
 E&P, midstream, and LDC/PUC (1,000+ prospects)

Leverage Hydrotesting Acquisition (IS)



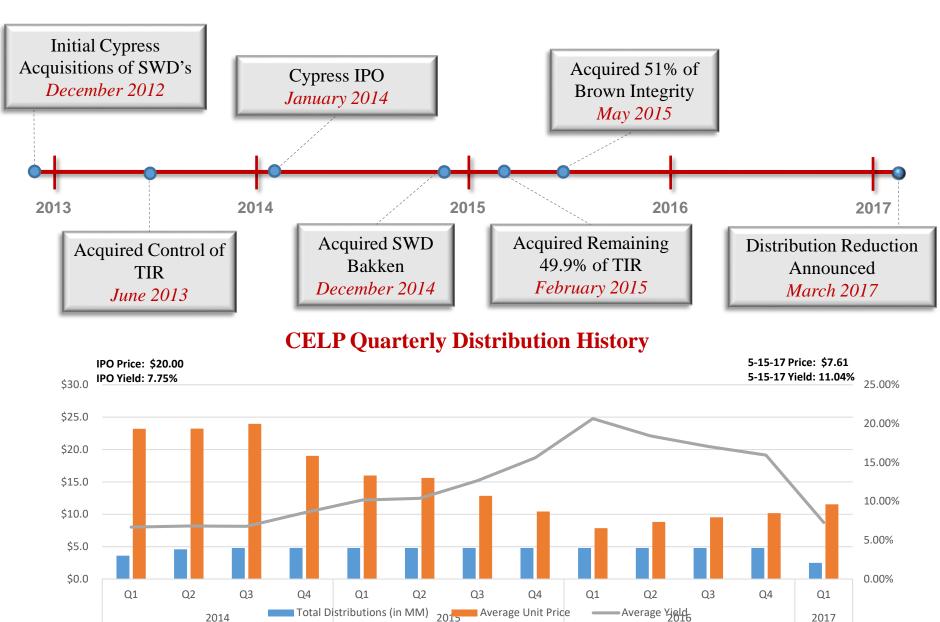
Expand Brown Integrity to more states

- Brown operates in six states (vs. TIR in 47 states + Canada)
- Opportunity to expand breadth of services
- Chemical cleaning, nitrogen, water & environmental

¹Right to acquire beginning Q2 2017

CELP History Timeline

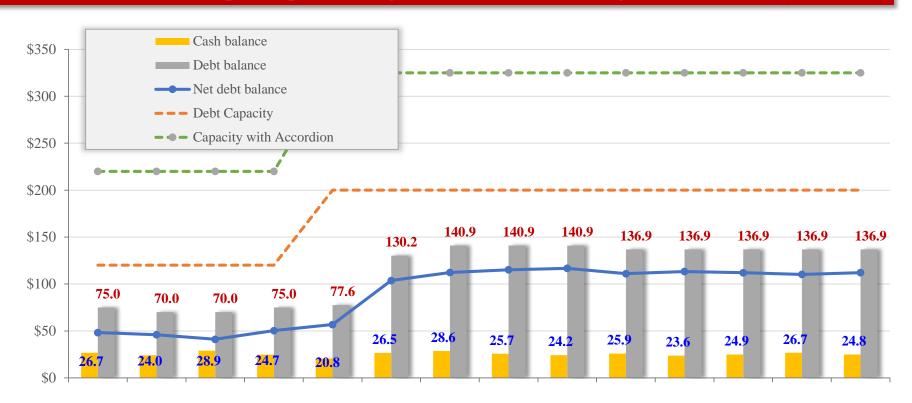




Flexible & Solid Balance Sheet



CELP has a capital expenditure light business model, offering financial flexibility



Debt summary	Q4 '13	Q1 '14	Q2 '14	Q3 '14	Q4 '14	Q1 '15	Q2 '15	Q3 '15	Q4 '15	Q1 '16	Q2 '16	Q3 '16	Q4 '16	Q1 '17
Interest coverage	4.88x	5.20x	5.78x	6.32x	9.14x	8.21x	6.79x	6.05x	4.84x	3.92x	3.80x	3.70x	3.78x	3.68
Leverage ratio	0.80x	0.80x	0.79x	0.82x	0.94x	2.85x	2.51x	2.55x	3.07x	3.44x	3.33x	3.43x	3.41x	3.47
Net debt	\$48.3	\$46.0	\$41.1	\$50.3	\$56.8	\$103.7	\$112.3	\$115.2	\$116.7	\$111.0	\$113.3	\$112.0	\$110.2	\$112.1
Facility capacity	\$45.0	\$50.0	\$50.0	\$45.0	\$122.4	\$69.8	\$59.1	\$59.1	\$59.1	\$63.1	\$63.1	\$63.1	\$63.1	\$63.1
Facility capacity	\$145.0	\$150.0	\$150.0	\$145.0	\$247.4	\$194.8	\$184.1	\$184.1	\$184.1	\$188.1	\$188.1	\$188.1	\$188.1	\$188.1

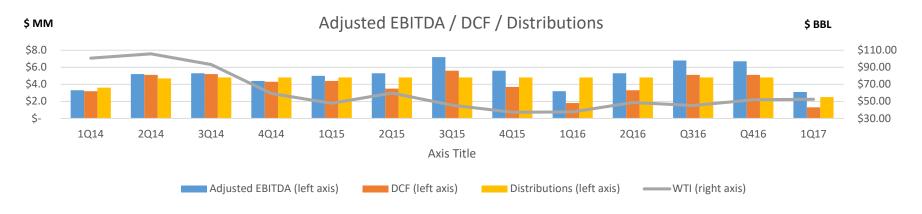
¹ Accordion subject to additional commitments from lenders and satisfaction of certain other conditions

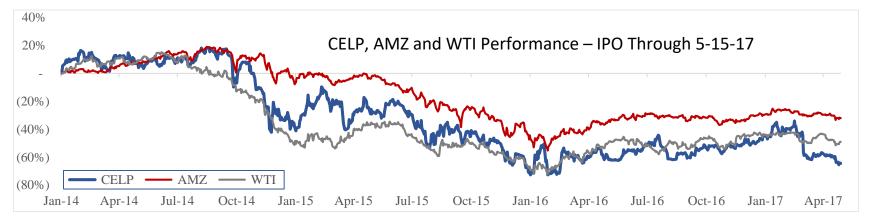
² Leverage covenant excludes certain borrowings per credit agreement and includes 100% of Brown Integrity

Our General Partner Has Been Supportive During Downturn



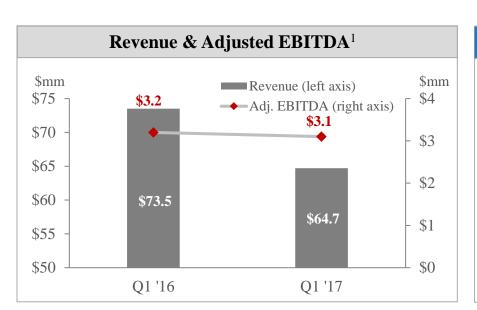
- CELP has managed downturn better than many companies. Inspection & Integrity Services have become dominant portion of company's operating income while Water & Environmental has suffered from material decline in activity and prices. The Bakken was hit harder than the Permian during the downturn.
- Historical EBITDA and DCF has W&ES segment in all periods presented, PIS segment with 50.1% of TIR from IPO through January 2015 and 100% TIR thereafter, IS segment with 51% of Brown from May 2015 forward.
- Our General Partner has been a supportive sponsor. In 2016 & Q1-2017, the sponsor supported the unitholders with temporary <u>free</u> relief of the administrative fee paid to CEH pursuant to the Omnibus Agreement, which would have charged \$1.0 million to CELP each quarters. An additional \$2.5 million of cost reimbursements were also provided <u>free</u> in the second and third quarters of 2016.

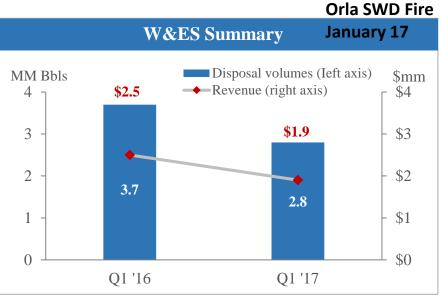


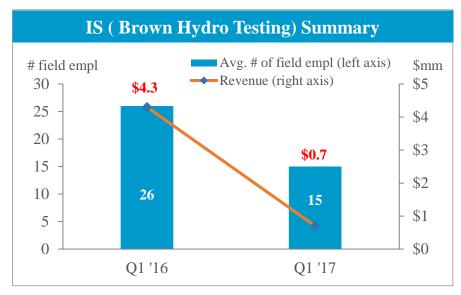


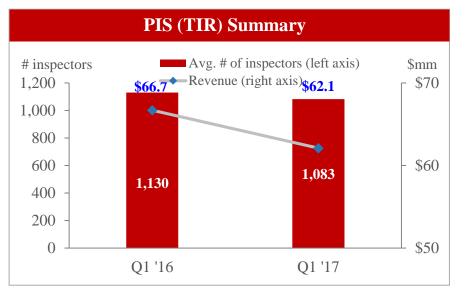
Consolidated Financial Performance (Q1-17) Update











2017 CELP EBITDA to DCF Reconciliation



- Non-controlling interest activity represents the 49% of Brown Integrity (the IS segment) not owned by CELP as well as the 51% of CF Inspection (a subsidiary within the PIS segment) not owned by CELP.
- In Q1 we impaired Brown Integrity, creating some non-cash charges.
- In Q1 2017, the sponsor supported the unitholders with temporary relief of the administrative fee paid to CEH pursuant to the Omnibus Agreement, which would have charged \$1.0 million to CELP in the quarter.
- We have seen slow but steady progress through April and into May across all business segments with average domestic inspector headcounts continue to improve and our higher margin NDE business is doing very well with a growing backlog of opportunities.

EBITDA to DCF Reconciliation

U.S. Dollars in Thousands	YTD 3/31/17		ibutable to GP O 3/31/17)	Attributable to Partners (YTD 3/31/17)	Less: Attributable to Other Non-Controlling (YTD 3/31/17)	Attributable to Limited Partners (YTD 3/31/17)	
Net Loss	\$ (4,921)	\$	(921)	\$ (4,000)	\$ (1,165)	\$ (2,835)	
Plus:							
D&A expense	1,432		-	1,432	142	1,290	
Income Tax Expense	(293))	-	(293)	-	(293)	
Interest Expense	1,709)	-	1,709	-	1,709	
Impairments	3,598	}	-	3,598	775	2,823	
Equity Based Compensation	357	1	-	357	-	357	
GP Costs	921		921		-	<u>-</u>	
Adjusted EBITDA	2,803		-	2,803	(248)	3,051	
Less:	1,747	,		1,747		1 747	
Cash Interest, Taxes & Maint. Capex	1,/4/			1,/4/	-	1,747	
Distributable Cash Flow	\$ 1,056	\$	-	\$ 1,056	\$ (248)	\$ 1,304	



CYPRESS® ENERGY PARTNERS

NYSE: CELP Essential Midstream Services



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THANK YOU

