

Oil and the Financial Sector; Private Equity Perspective Gary R. Petersen Managing Partner & Founder, EnCap Investments

Overview of EnCap Investments



- Leading provider of private growth capital across upstream and midstream oil and gas
- Raised aggregate capital commitments of approximately ~\$27 billion across 19 institutional funds since 1988
- Exceptional track record of 2.4x ROI and 52% IRR on 174 realized investments across 19 funds
- Investment strategy revolves around partnering with seasoned oil and gas executives with demonstrable track records of success

Oklahoma City

Dallas

Houston

San Antonio

Upstream - EnCap Investments

- Core funds started in 1988
- 16 funds totaling ~\$21 billion

Houston Office

- 49 Employees
- 19 Investment Staff
- 5 Technical Professionals

Dallas Office

- 16 Employees
- 11 Investment Staff
- 1 Technical Professional

Midstream - EnCap Flatrock

- 2nd business line started in 2008
- 3 funds totaling ~\$6 billion
- 21 total employees

San Antonio Office

• 11 Investment Staff

Oklahoma City Office

• 3 Investment Staff

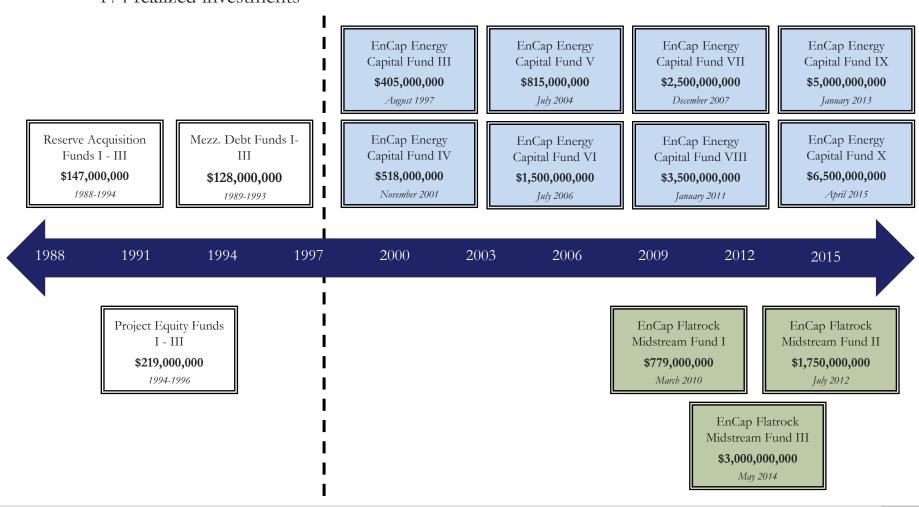
Houston Office

• 2 Investment Staff

Fund History



- Long history of helping companies grow and create shareholder value
 - Provided growth capital to 242 oil and gas companies
 - 174 realized investments



Ranking of World's Largest Private Equity Firms



Private Equity Capital Raised Over Last Five Years (\$ in Billions)				
Rank	Firm	Headquarters	Capital Raised	
1	The Blackstone Group	New York	\$60.0	
2	Kohlberg Kravis Roberts	New York	\$35.2	
3	Warburg Pincus	New York	\$28.6	
4	Advent International	Boston	\$27.0	
5	The Carlyle Group	Washington, DC	\$25.7	
6	Apollo Global Management	New York	\$24.1	
7	CVC Capital Partners	London	\$23.5	
8	EnCap Investments	Houston	\$21.1	
9	TPG	Fort Worth	\$20.7	
10	Partners Group	Baar-Zug	\$18.6	

Ranking of World's Largest Natural Resources-Focused Private Equity Firms

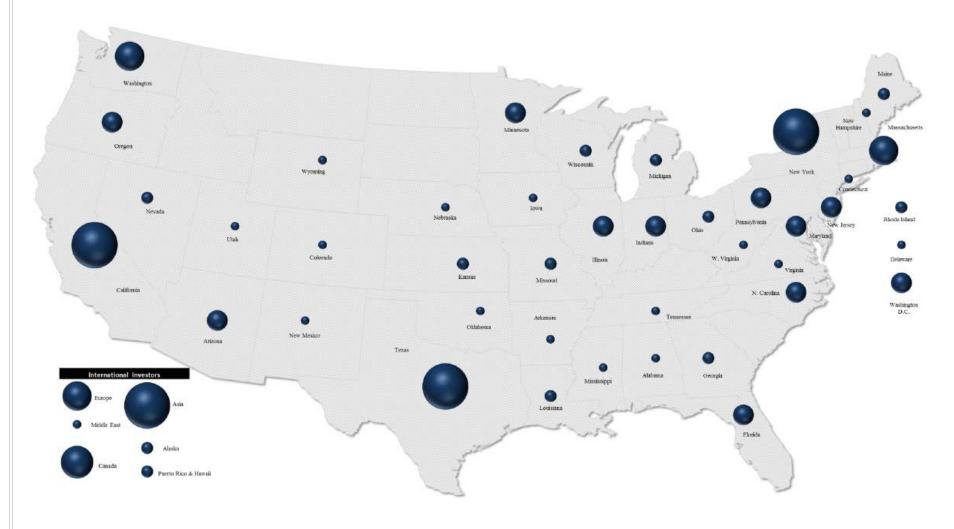


Natural Resources Private Equity Capital Raised Over Last Five Years (\$ in Billions)					
Rank	Overall Rank	Firm	Headquarters	Capital Raised	
1	8	EnCap Investments	Houston	\$21.1	
2	16	Riverstone Holdings	New York	\$12.0	
3	23	NGP Energy Capital Mgmt.	Irving, TX	\$10.0	
4	28	The Energy & Minerals Group	Houston	\$8.8	
5	55	Energy Capital Partners	Short Hills	\$5.8	
6	63	EnCap Flatrock Midstream	San Antonio	<i>\$5.5</i>	
7	83	First Reserve Corporation	Greenwich	\$3.9	
8	85	Denham Capital Management	Boston	\$3.8	
9	100	Quantum Energy Partners	Houston	\$3.5	
10	120	Energy Spectrum Capital	Dallas	\$2.8	

Institutional Funds - Investor Capital by Geography



- EnCap's investor base is comprised of institutions from nearly every state in the Lower 48
- In addition, ~20% of the investor base is international (primarily Asia)

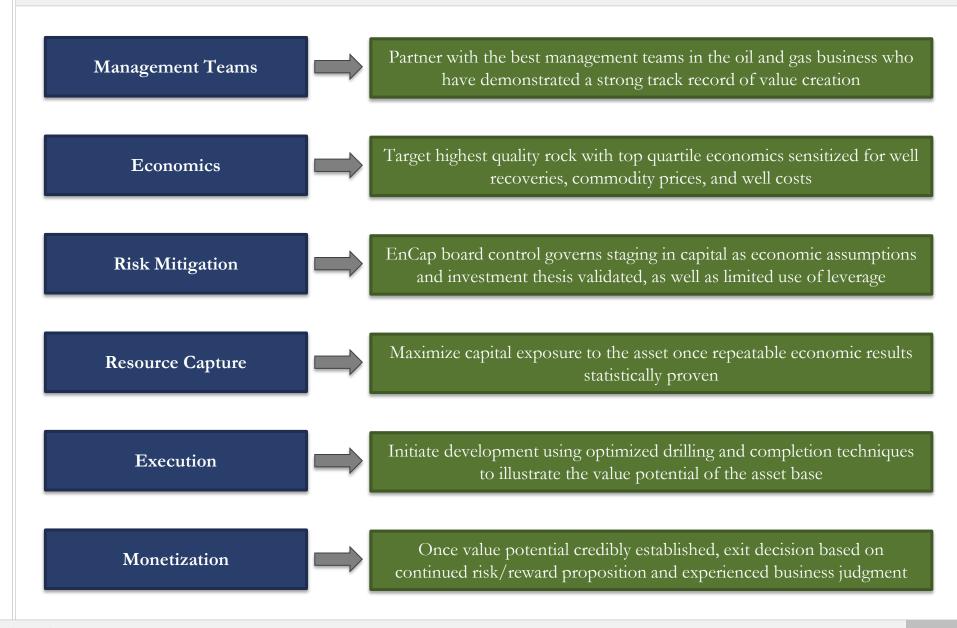






EnCap Value Creation Formula Tested Through Multiple Industry Cycles





Portfolio Opportunities



• EnCap currently has 71* upstream and midstream portfolio companies operating in the most economically advantaged basins across the U.S.

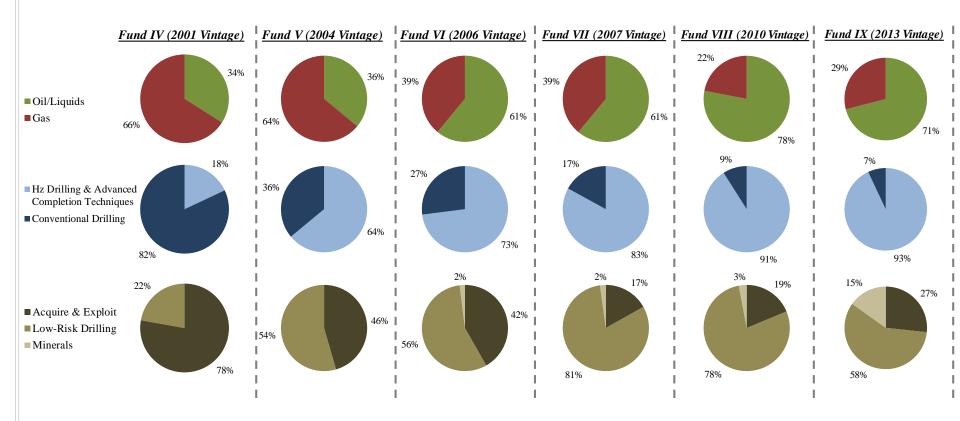


Note: Companies that have not yet acquired assets are not shown *Includes EnCap & EFM Funds

Adaptability to Dynamic Market Environment Over Time Creates Value



- EnCap has consistently sought opportunities that represent the most attractive risk/return equation
- Throughout its history, EnCap has adapted to changing market dynamics by shifting strategies and allocating capital to the most economically attractive opportunities

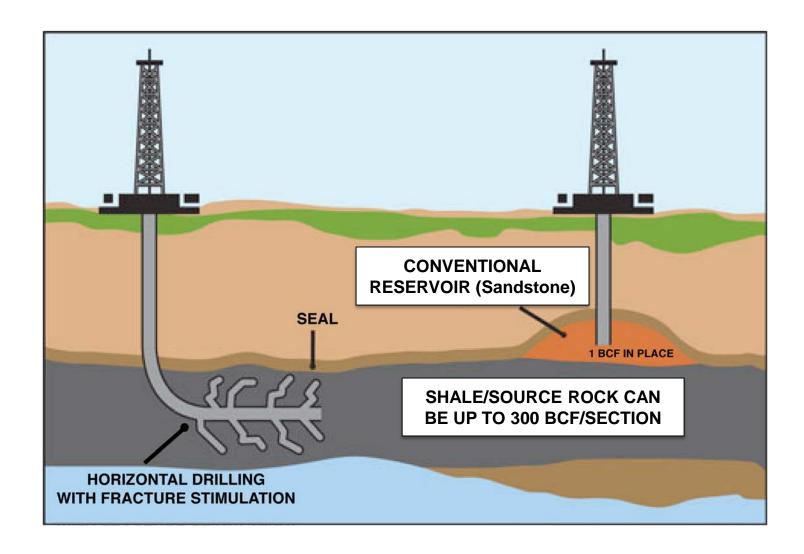


Note: Charts are based on invested capital for realized and unrealized portfolio. Oil/Gas mix is based on proved reserve volumes and targeted acreage plays at a 20:1 MCF/BO ratio. Classification of individual deals within each fund as Horizontal/Vertical Drilling or Acquire & Exploit/Low Risk Drilling is based on where the majority of capital has been spent. Charts exclude midstream focused investments. Fund X not included due to immature nature of the portfolio.



Oil & Gas Industry Overview





Recent Market Downturn Nearly Unprecedented in Duration and Severity



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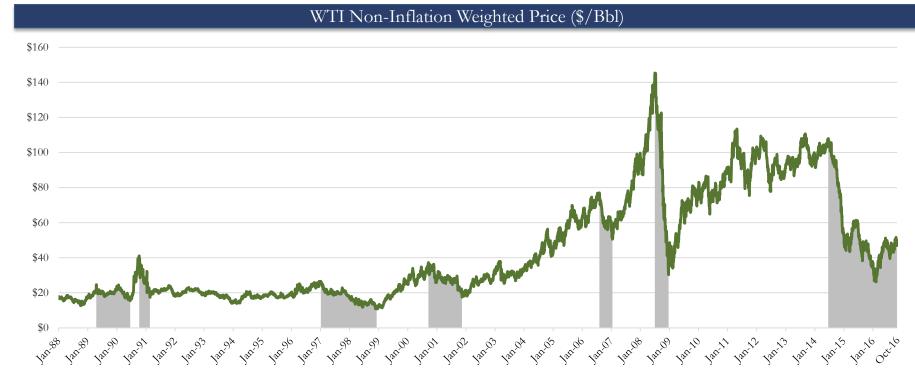
(76%)

	Severity of Downturns – Last 30 Years						
Chart		Dates		WTI Price		Days	Percent
Legend	Disruptive Market Event	Peak	Trough	Peak	Trough	to Bottom	Drop
A	Exxon Valdez, OPEC raises production ceiling to 19.5 mmbls/d	4/20/89	6/20/90	\$24.62	\$15.43	426	(37%)
В	Gulf War (August 2, 1990 - January 17, 1991)	10/11/90	2/22/91	41.07	17.43	134	(58%)
С	Asian Financial Crisis	1/8/97	12/10/98	26.55	10.82	701	(59%)
D	OPEC increases quotas to maintain \$22-\$28 price band; 9/11	9/20/00	11/15/01	37.22	17.50	421	(53%)
E	Demand destruction after run up from Israel/Lebanon war/North Korea missile test	8/7/06	1/18/07	77.05	50.51	164	(34%)
F	US subprime mortgage and global banking system crisis	7/3/08	12/23/08	145.31	30.28	173	(79%)

6/20/14 2/11/16

107.95

26.19



G

Current

Global Oil Markets at a Glance



• Current global oil production and supply are nearly in-step resulting in improved market sentiment

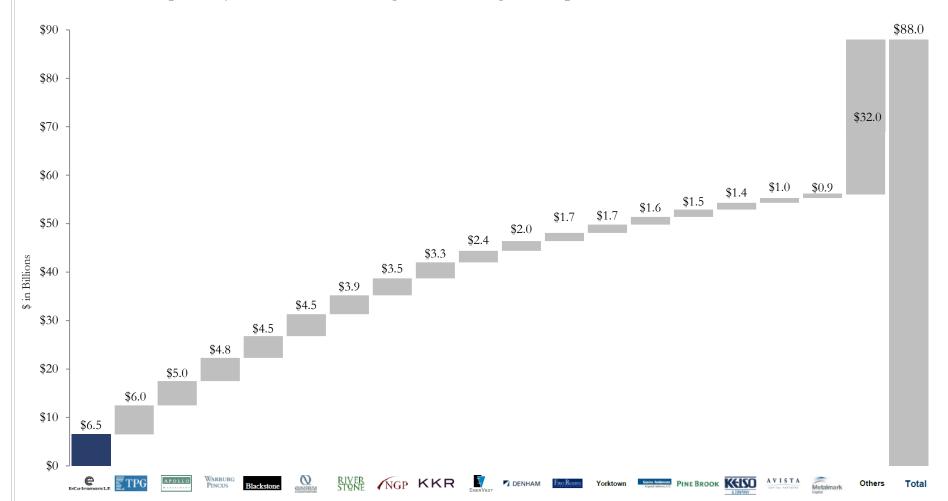
	Current Global Oil Production	96 MMbpd
	Current Global Oil Demand	96 MMbpd
Global	Current OPEC Crude Oil Production	33 MMbpd
	• Total Oil Rigs % of Total Rigs	1,116 75%
	Current US Crude Oil Production	~8.5 MMbpd
US	Current Average US Crude Oil Demand From Refineries	~16.5 MMbpd
05	Current Average US Crude Oil Imports	~8.0 MMbpd
	US Oil Rigs % of Total US Rigs	450 79%

Source: EIA and Baker Hughes as of 10/31/2016.

Private Equity Well-Capitalized with \$85+ Billion Raised



• As conventional financing sources retreat from the sector, private equity is filling that void and continues to become a primary source of financing for oil and gas companies

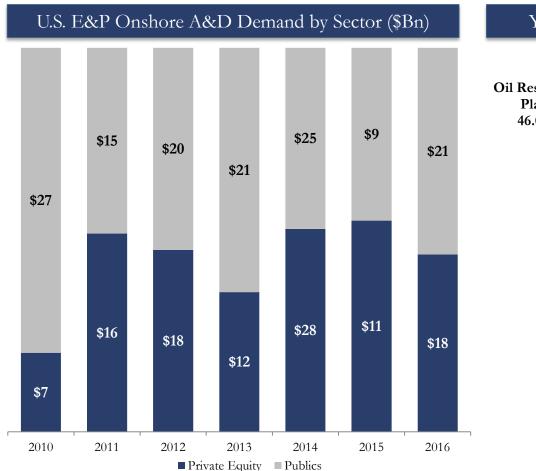


Source: RBC Richardson Barr.

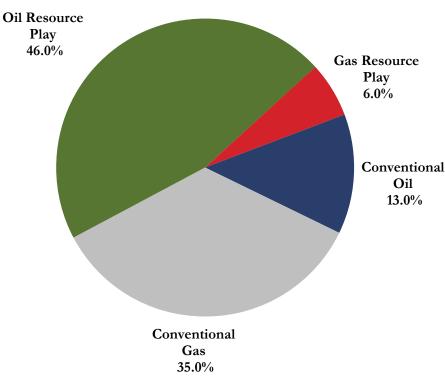
Private Equity is Comprising a Significant Portion of Asset Demand



- Private equity becoming increasingly acquisitive during the present downturn
- Competing directly with public companies in becoming acquirers of core-of-the-core assets in the most sought after resource plays



YTD Private Equity Demand by Asset Type

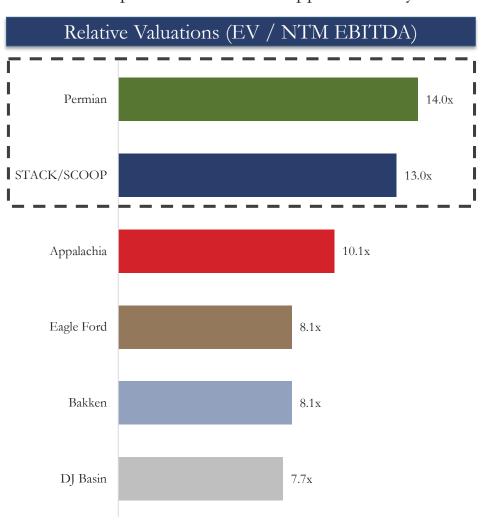


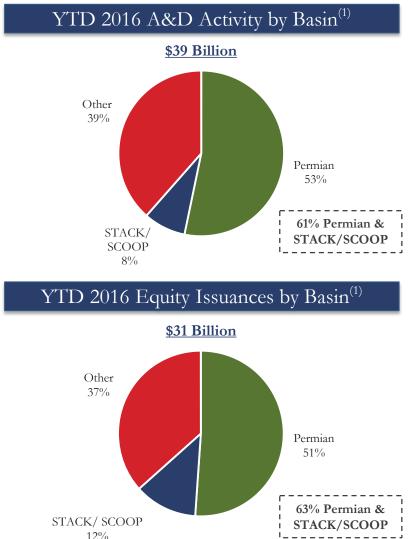
Source: RBC.

Market Ascribing Premium Valuations to Those Select Basins



• Public and private investor risk appetite heavily focused on Permian and STACK/SCOOP exposure





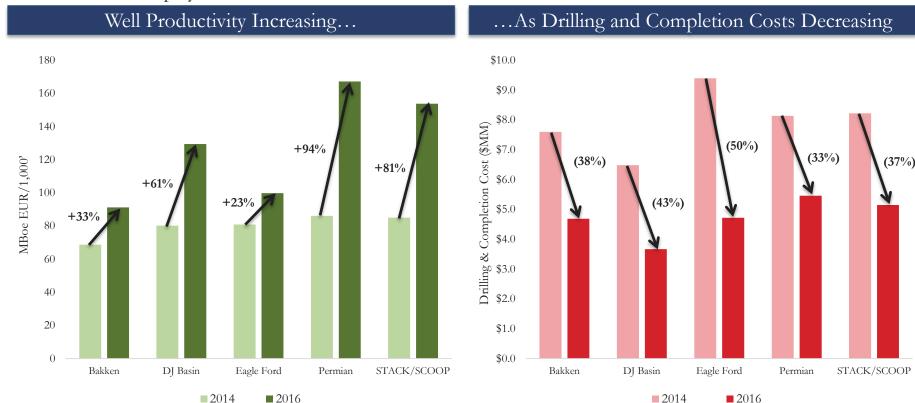
 $Source: Company \ filings, \ Wall \ Street \ research, \ FactSet, \ and \ Goldman \ Sachs. \ Market \ data \ as \ of \ 10/31/2016.$

(1) A&D activity and equity issuance related to onshore assets. Includes EOG direct equity issuance to Yates Oil & Gas to fund Permian Basin acquisition.

Enhancing Drilling Economics Through Technological Advancements



- In response to sustained low prices, the industry has made efficiency gains that are broadening the economic landscape
- Advancements in development practices, such as optimized spacing patterns, precision landing zones, and customized completion techniques are increasing well productivity
- These enhancements, together with declining D&C costs, are reducing breakeven costs in all major unconventional plays



Source: Company filings and RSEG.