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Industry Observations – June 30, 2020

Oil and Gas Industry

Select Oil and Gas Public Company Industry Data As of June 30, 2020

(USD in millions, except per share data)

Company Name	Ticker	Market Data			LTM Operating Data			Forward Estimates			
		Price at 06/30/20	% of 52 Week High	Equity Value	Enterprise Value	Debt / Total Capital	Total Assets	LTM Revenue	LTM EBITDA	CY 2020 Revenue Estimate	CY 2020 EBITDA Estimate
Integrated											
Chevron Corporation	CVX	\$89.23	70.3%	\$166,591	\$194,707	\$0.18	\$236,677	\$135,381	\$28,558	\$101,861	\$22,087
ConocoPhillips	COP	\$42.02	62.6%	\$45,063	\$50,241	\$0.32	\$65,033	\$30,400	\$12,074	\$19,799	\$4,965
Exxon Mobil Corporation	XOM	\$44.72	57.4%	\$189,086	\$239,637	\$0.24	\$355,804	\$249,071	\$28,253	\$188,676	\$18,899
Hess Corporation	HES	\$51.81	69.9%	\$15,809	\$23,402	\$0.52	\$20,717	\$6,090	\$2,336	\$5,258	\$2,239
Murphy Oil Corporation	MUR	\$13.80	49.1%	\$2,119	\$5,758	\$0.43	\$11,206	\$2,801	\$2,002	\$2,295	\$1,262
Occidental Petroleum Corporation	OXY	\$18.30	33.9%	\$16,470	\$64,665	\$0.57	\$101,643	\$22,799	\$10,124	\$18,372	\$7,329
Refining and Marketing											
PBF Energy Inc	PBF	\$10.24	29.3%	\$1,229	\$4,816	\$0.62	\$9,134	\$24,570	\$603	\$16,902	-\$254
CVR Energy, Inc.	CVI	\$20.11	36.2%	\$2,022	\$3,034	\$0.54	\$4,125	\$6,008	\$566	\$4,522	\$290
Delek US Holdings, Inc.	DK	\$17.41	39.5%	\$1,280	\$3,166	\$0.62	\$6,093	\$8,920	\$124	\$6,253	\$118
HollyFrontier Corporation	HFC	\$29.20	49.6%	\$4,697	\$6,965	\$0.33	\$11,222	\$16,990	\$1,034	\$10,378	\$640
Marathon Petroleum Corporation	MPC	\$37.38	53.7%	\$24,307	\$65,888	\$0.52	\$86,317	\$121,110	\$6,605	\$84,748	\$4,183
Phillips 66	PSX	\$71.90	60.0%	\$31,397	\$42,471	\$0.35	\$53,460	\$105,068	\$4,984	\$73,834	\$3,315
Valero Energy Corporation	VLO	\$58.82	57.7%	\$23,981	\$35,570	\$0.39	\$47,747	\$100,530	\$3,577	\$66,702	\$2,194

Notes: LTM (latest twelve months); Enterprise Value (market capitalization less total cash and short-term investments plus short-term borrowings and total long-term debt);

EBITDA (earnings before interest, taxes, depreciation and amortization)

Source: Capital IQ

The material contained in this publication is meant to provide general information regarding valuation topics. This publication does not constitute investment advice with respect to the securities of any company discussed herein, is not intended to provide information upon which to base an investment decision, and should not be construed as such. Professional advice should be obtained before taking any action based on the information contained herein.

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Select Oil and Gas Public Company Industry Data As of June 30, 2020

(USD in millions, except per share data)

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Exploration and Production											
Cimarex Energy Co.	XEC	\$27.49	45.7%	\$2,743	\$4,867	\$0.44	\$6,218	\$2,264	\$1,662	\$1,582	\$893
Denbury Resources Inc.	DNR	\$0.28	16.4%	\$136	\$2,443	\$0.61	\$4,607	\$1,212	\$707	\$865	\$302
Devon Energy Corporation	DVN	\$11.34	38.9%	\$4,340	\$7,312	\$0.53	\$11,144	\$6,981	\$2,917	\$4,802	\$1,415
Concho Resources Inc.	CXO	\$51.50	49.1%	\$10,053	\$14,192	\$0.32	\$13,614	\$4,142	\$4,814	\$3,789	\$2,660
EOG Resources, Inc.	EOG	\$50.66	54.5%	\$29,486	\$31,071	\$0.21	\$37,634	\$16,488	\$8,625	\$11,820	\$4,300
Continental Resources, Inc.	CLR	\$17.53	41.2%	\$6,314	\$12,074	\$0.47	\$15,757	\$3,996	\$3,082	\$2,248	\$1,439
Matador Resources Company	MTDR	\$8.50	42.6%	\$991	\$2,962	\$0.45	\$4,334	\$971	\$788	\$937	\$466
Diamondback Energy, Inc.	FANG	\$41.82	37.4%	\$6,600	\$13,517	\$0.28	\$23,386	\$3,802	\$3,676	\$2,963	\$2,094
Pioneer Natural Resources Company	PXD	\$97.70	61.4%	\$16,107	\$18,682	\$0.19	\$19,051	\$9,442	\$3,857	\$6,765	\$2,213
QEP Resources, Inc.	QEP	\$1.29	17.5%	\$312	\$2,312	\$0.40	\$5,896	\$1,151	\$1,187	\$886	\$637
Southwestern Energy Company	SWN	\$2.56	65.6%	\$1,385	\$3,816	\$0.59	\$5,275	\$2,640	\$1,200	\$2,473	\$665

Notes: LTM (latest twelve months); Enterprise Value (market capitalization less total cash and short-term investments plus short-term borrowings and total long-term debt);

EBITDA (earnings before interest, taxes, depreciation and amortization)

Source: Capital IQ

Select Oil and Gas Public Company Valuation Metrics As of June 30, 2020

(USD in millions, except per share data)

Company Name	Ticker	LTM Operating Statistics						Trading Multiples			
		Return On Assets	Return On Equity	Return On Capital	Revenue Growth	EBITDA Growth	EBITDA Margin	TEV/LTM Revenue	TEV/CY 2020 Revenue	TEV/LTM EBITDA	TEV/CY 2020 EBITDA
Integrated											
Chevron Corporation	CVX	2.5%	2.5%	3.3%	-13.8%	-13.9%	21.1%	1.4x	1.9x	6.8x	8.8x
ConocoPhillips	COP	5.4%	11.5%	7.7%	-19.6%	-23.5%	39.7%	1.7x	2.5x	4.2x	10.1x
Exxon Mobil Corporation	XOM	1.5%	6.0%	2.2%	-9.6%	-24.7%	11.3%	1.0x	1.3x	8.5x	12.7x
Hess Corporation	HES	0.3%	-28.6%	0.4%	-4.5%	-18.5%	38.4%	3.8x	4.5x	10.0x	10.5x
Murphy Oil Corporation	MUR	3.8%	-6.5%	4.9%	N/A	64.9%	71.5%	2.1x	2.5x	2.9x	4.6x
Occidental Petroleum Corporation	OXY	1.7%	-12.0%	2.4%	26.2%	13.8%	44.4%	2.8x	3.5x	6.4x	8.8x
	Mean	2.5%	-4.5%	3.5%	-4.3%	-0.3%	37.7%	2.1x	2.7x	6.5x	9.2x
	Median	2.0%	-2.0%	2.8%	-9.6%	-16.2%	39.0%	1.9x	2.5x	6.6x	9.5x
Refining and Marketing											
PBF Energy Inc	PBF	2.7%	-31.3%	4.1%	-7.6%	-21.0%	2.5%	0.2x	0.3x	8.0x	N/A
CVR Energy, Inc.	CVI	4.4%	10.1%	5.8%	-15.1%	-32.5%	9.4%	0.5x	0.7x	5.4x	10.5x
Delek US Holdings, Inc.	DK	-0.9%	-7.7%	-1.4%	-11.5%	-87.8%	1.4%	0.4x	0.5x	25.6x	26.8x
HollyFrontier Corporation	HFC	3.5%	4.8%	4.4%	-2.8%	-47.7%	6.1%	0.4x	0.7x	6.7x	10.9x
Marathon Petroleum Corporation	MPC	2.0%	-19.0%	2.6%	14.1%	-18.0%	5.5%	0.5x	0.8x	10.0x	15.8x
Phillips 66	PSX	4.1%	2.7%	6.0%	-5.3%	-17.5%	4.7%	0.4x	0.6x	8.5x	12.8x
Valero Energy Corporation	VLO	1.6%	4.2%	2.5%	-8.1%	-42.1%	3.6%	0.4x	0.5x	9.9x	16.2x
	Mean	2.5%	-5.2%	3.4%	-5.2%	-38.1%	4.7%	0.4x	0.6x	10.6x	15.5x
	Median	2.7%	-31.3%	4.1%	-7.6%	-21.0%	2.5%	0.2x	0.6x	8.5x	14.3x

Notes: LTM (latest twelve months); NTM (next twelve months); EBITDA (earnings before interest, taxes, depreciation and amortization); TEV (total enterprise value)

Source: Capital IQ

Select Oil and Gas Public Company Valuation Metrics As of June 30, 2020

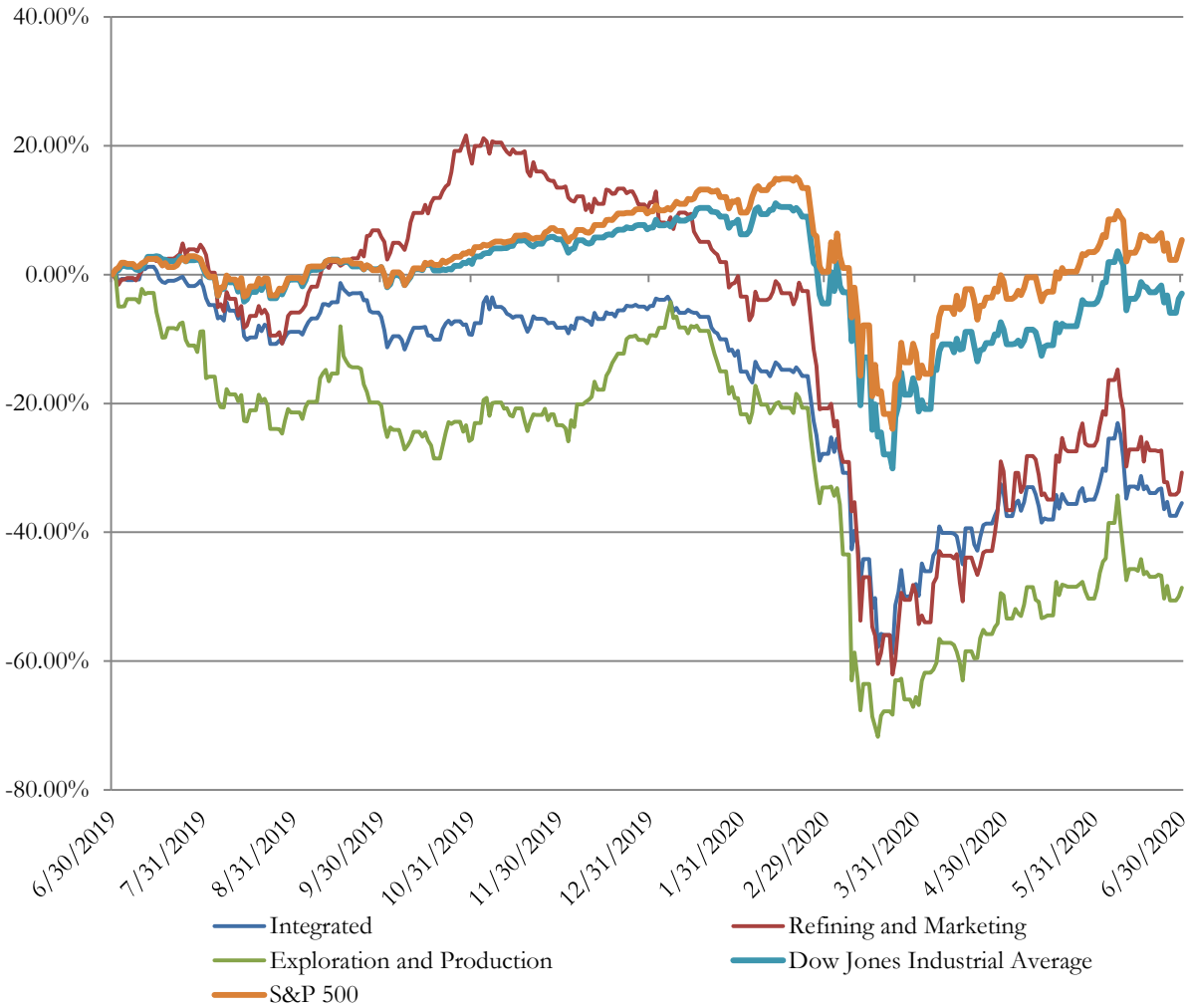
(USD in millions, except per share data)

Company Name	Ticker	LTM Operating Statistics						Trading Multiples			
		Return On Assets	Return On Equity	Return On Capital	Revenue Growth	EBITDA Growth	EBITDA Margin	TEV/ LTM Revenue	TEV/ CY 2020 Revenue	TEV/ LTM EBITDA	TEV/ CY 2020 EBITDA
Exploration and Production											
Cimarex Energy Co.	XEC	6.8%	-27.6%	8.3%	-2.5%	8.9%	73.4%	2.1x	3.1x	2.9x	5.4x
Denbury Resources Inc.	DNR	6.3%	24.3%	7.5%	-15.0%	1.0%	58.3%	2.0x	2.8x	3.5x	8.1x
Devon Energy Corporation	DVN	5.7%	-23.4%	7.4%	-11.0%	26.6%	41.8%	1.0x	1.5x	2.5x	5.2x
Concho Resources Inc.	ECA	-27.4%	-70.3%	-31.0%	2.8%	77.3%	116.2%	3.4x	3.7x	2.9x	5.3x
EOG Resources, Inc.	EOG	4.8%	10.2%	6.6%	-6.3%	5.1%	52.3%	1.9x	2.6x	3.6x	7.2x
Continental Resources, Inc.	LPI	3.8%	6.0%	4.7%	-8.5%	-12.4%	77.1%	3.0x	5.4x	3.9x	8.4x
Matador Resources Company	MTDR	6.7%	13.6%	7.4%	20.9%	34.5%	81.1%	3.1x	3.2x	3.8x	6.4x
Diamondback Energy, Inc.	FANG	5.9%	-0.9%	6.8%	56.7%	104.6%	96.7%	3.6x	4.6x	3.7x	6.5x
Pioneer Natural Resources Company	PXD	7.1%	5.7%	8.8%	1.7%	10.7%	40.8%	2.0x	2.8x	4.8x	8.4x
QEP Resources, Inc.	QEP	6.9%	13.7%	8.0%	-35.5%	10.8%	103.1%	2.0x	2.6x	1.9x	3.6x
Southwestern Energy Company	SWN	7.8%	-53.9%	9.6%	-32.9%	-11.0%	45.5%	1.4x	1.5x	3.2x	5.7x
	Mean	3.1%	-9.3%	4.0%	-2.7%	23.3%	71.5%	2.3x	3.1x	3.3x	6.4x
	Median	6.3%	5.7%	7.4%	-6.3%	10.7%	73.4%	2.0x	2.8x	13.1x	6.4x

Notes: LTM (latest twelve months); NTM (next twelve months); EBITDA (earnings before interest, taxes, depreciation and amortization); TEV (total enterprise value)

Source: Capital IQ

Oil and Gas Public Company LTM Equity Performance
As of June 30, 2020



Note: The indices are derived from the equity performance of the previously listed companies. Source: Capital IQ

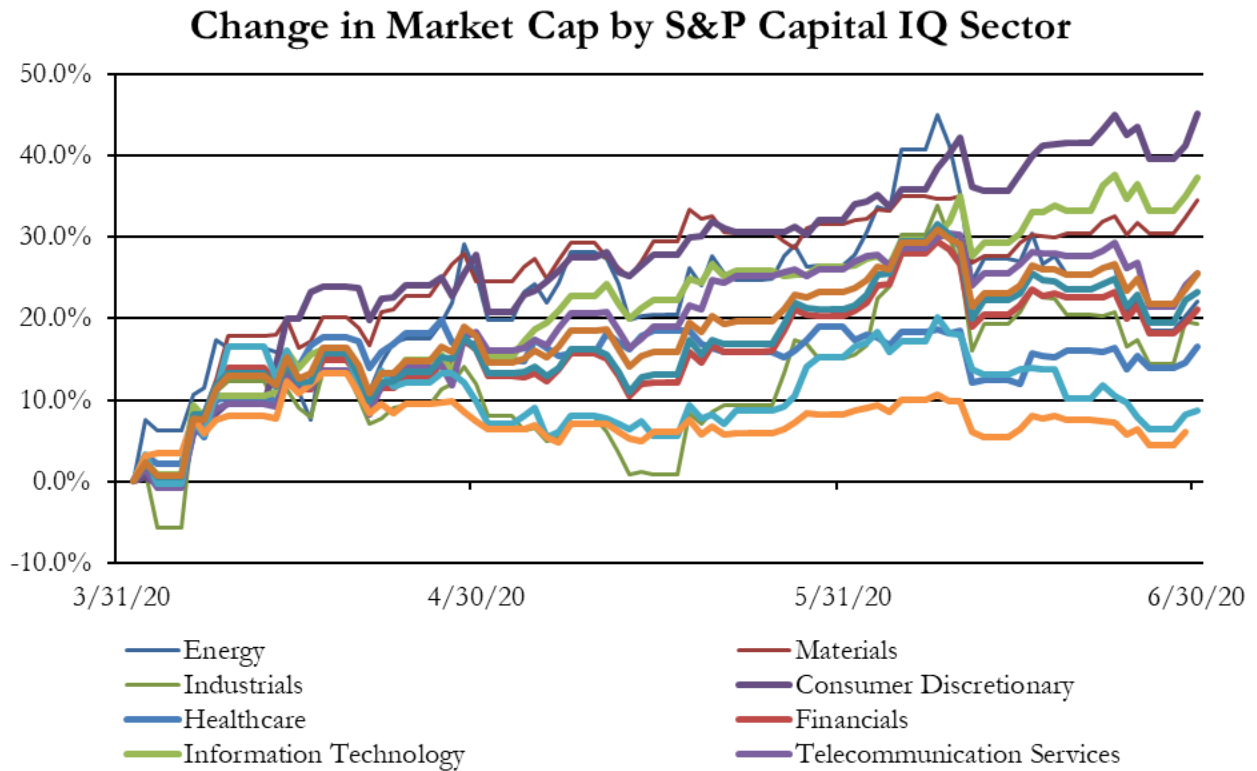
Recent M&A Activity in Oil and Gas Industry YTD as of June 30, 2020

(USD in millions)

Close Date	Target	Acquirer	Target Company Primary Industry	Implied Enterprise Value
4/17/2020	Tallgrass Energy, LP	GIC Special Investments Pte. Ltd.; The Blackstone	Oil and Gas Storage and Transportation	\$10,184.94
3/6/2020	Felix Energy, LLC	WPX Energy, Inc.	Oil and Gas Exploration and Production	\$2,783.83
1/14/2020	SRC Energy Inc.	PDC Energy, Inc.	Oil and Gas Exploration and Production	\$1,674.97
12/2/2019	Sabine Oil & Gas Corporation	Osaka Gas USA Corporation	Oil and Gas Exploration and Production	\$610.00
10/18/2019	Uinta Basin Asset of Crescent Point Energy Corp.	N/A	Oil and Gas Exploration and Production	\$525.00
12/6/2019	Eagle Ford Shale	Repsol, S.A.	Oil and Gas Exploration and Production	\$515.87
1/7/2020	Jones Energy II Inc	Revolution Resources, LLC	Oil and Gas Exploration and Production	\$201.50
12/31/2019	Approximately 18,000 Contiguous And Largely Undeveloped Net	Marathon Oil Corporation	Oil and Gas Exploration and Production	\$191.00
3/2/2020	Liberty Pipeline	Phillips 66 Partners LP	Oil and Gas Storage and Transportation	\$150.00
12/5/2019	Assets of Mission Coal Company, LLC	N/A	Coal and Consumable Fuels	\$145.05
4/17/2020	Springbok Energy Partners II, LLC	Kimbell Royalty Partners, LP; Kimbell Royalty	Oil and Gas Exploration and Production	\$134.87
5/26/2020	Carbon Appalachian Company, LLC / Nytys Exploration Company	Diversified Gas & Oil Corporation	Oil and Gas Exploration and Production	\$114.20
12/31/2019	Approximately 40,000 Net Acres in a Texas Delaware Oil Play in West	Marathon Oil Corporation	Oil and Gas Exploration and Production	\$106.00
1/2/2020	Water Infrastructure Assets of Gulfport Energy Corporation	Bison Oilfield Services LLC	Oil and Gas Exploration and Production	\$100.00
11/1/2019	Certain Assets and Liabilities Located in Stack, Anadarko and	Contango Oil & Gas Company	Oil and Gas Exploration and Production	\$95.80
4/9/2020	Substantially All Assets of Kingfisher Midstream, LLC	BCE-Mach III LLC	Oil and Gas Refining and Marketing	\$88.00
12/19/2019	Aberdeen and Huron South Dakota Ethanol Plants	Glacial Lakes Energy, LLC	Oil and Gas Refining and Marketing	\$51.40
9/30/2019	Upstream Assets in The Williston Basin	N/A	Oil and Gas Exploration and Production	\$41.00
2/3/2020	Oil And Gas Properties in Texas and Louisiana	Elysium Energy, LLC	Oil and Gas Exploration and Production	\$40.00
2/15/2020	East Texas Personville Properties	N/A	Oil and Gas Exploration and Production	\$34.00
3/12/2020	Alaska Tanker Company, LLC	Overseas Shipholding Group, Inc.	Oil and Gas Storage and Transportation	\$30.56
5/28/2020	Summit Midstream Partners, LLC	Summit Midstream Partners, LP	Oil and Gas Storage and Transportation	\$30.22
2/1/2020	1,180 Net Acres In Howard County	Laredo Petroleum, Inc.	Oil and Gas Exploration and Production	\$22.50
2/27/2020	Oil and Gas Non- Operating Assets of Weatherly Oil & Gas, LLC	Ensign IV Energy Partners, LLC	Oil and Gas Exploration and Production	\$11.65
12/13/2019	Coal-Mac Thermal Surface Mine in West Virginia	N/A	Coal and Consumable Fuels	\$10.00
9/27/2019	Certain Assets and Operations of Bear Branch Coal, Perry County	American Resources Corporation	Coal and Consumable Fuels	\$9.61
9/27/2019	Natural Gas Gathering Systems in Pennsylvania and West Virginia	Diversified Gas & Oil PLC	Oil and Gas Storage and Transportation	\$7.70
3/31/2020	Certain Onshore Producing Properties in the Illinois Basin, USA	Maha Energy (US) Inc.	Oil and Gas Exploration and Production	\$7.25
9/30/2019	Oil And Gas Properties In The Permian Basin	QEP Resources, Inc.	Oil and Gas Exploration and Production	\$3.60
5/26/2020	Magnolia LNG, LLC	Glenfarne Group, LLC	Oil and Gas Exploration and Production	\$3.31
11/22/2019	Denver Mint Project	Amazing Energy Oil and Gas, Co.	Oil and Gas Exploration and Production	\$3.05
1/1/2020	Certain Oil and Gas Leases in Eddy County, New Mexico of NBI	Marathon Oil Permian, LLC	Oil and Gas Exploration and Production	\$1.12
6/15/2020	Uranium and Vanadium Exploration Project in Utah, USA	TNT Mines Limited	Coal and Consumable Fuels	\$0.47
3/24/2020	Texas Assets of Advantagewon Oil Corporation (nka:LaVernia	Emerald Bay Energy Inc. (nka:Nexera Energy Inc.)	Oil and Gas Exploration and Production	\$0.35
4/11/2020	Certain Oil and Gas Interests of NBI Properties Inc.	MPB Oil and Gas	Oil and Gas Exploration and Production	\$0.11
2/11/2020	Bivins 115 Lease In The Red Cave Formation In The Texas Panhandle	N/A	Oil and Gas Exploration and Production	\$0.05
12/31/2019	Pegasus Optimization Managers, LLC	Kodiak Gas Services LLC	Oil and Gas Storage and Transportation	N/A
2/5/2020	Retail Fuel Distribution Business Of The McPherson Companies, Inc.	Majors Management, LLC	Oil and Gas Storage and Transportation	N/A
3/3/2020	Permian Basin Mineral interests in Reagan County, Texas	NEP Midstream and Royalties LLC	Oil and Gas Exploration and Production	N/A
4/7/2020	Pardus Oil & Gas Operating, LP/Certain Oil And Gas	Empire Texas LLC	Oil and Gas Exploration and Production	N/A
3/1/2020	Maseo Petroleum, Inc.	PetroCard, Inc.	Oil and Gas Storage and Transportation	N/A
1/31/2020	Gemini Midstream Holdings, LLC	Trace Midstream Partners, LLC	Oil and Gas Storage and Transportation	N/A
2/14/2020	Kellerstrass Enterprises, Inc.	Parkland Fuel Corporation (nka:Parkland Corporation)	Oil and Gas Refining and Marketing	N/A
12/10/2019	Midstream assets in South Texas	Ironwood Midstream Energy Partners II, LLC	Integrated Oil and Gas	N/A
9/25/2019	Existing Operations and Leasehold Totaling Approximately 4,280 Net	Franklin Mountain Energy, LLC	Oil and Gas Exploration and Production	N/A
4/1/2020	Mattox Pipeline and Certain Logistics Assets at Shell Norco	Shell Midstream Partners, L.P.; Triton West LLC	Oil and Gas Storage and Transportation	N/A
10/18/2019	Belle Aye and Eagle Butte Mines	Eagle Specialty Materials, LLC	Coal and Consumable Fuels	N/A
10/11/2019	Lane Power & Energy Solutions Inc.	Keystone Capital, Inc.	Oil and Gas Storage and Transportation	N/A
11/11/2019	Refined Fuels Transport, LLC	Flying Star Transport LLC	Oil and Gas Storage and Transportation	N/A
1/7/2020	600 Miles of Gathering Pipeline and Compression in Central	Superior Pipeline Company, L.L.C.	Oil and Gas Refining and Marketing	N/A
11/11/2019	East Texas asset bases of Elevate Midstream Partners, LLC.	Align Midstream Partners LP	Oil and Gas Storage and Transportation	N/A
4/21/2020	Oil and Gas Assets of Burk Royalty Co., LTD	ETX Energy, LLC	Oil and Gas Exploration and Production	N/A
2/25/2020	Additional 17,612 Acres of Helium Acreage in Colorado	Big Star Energy Limited (nka:Blue Star Helium	Oil and Gas Exploration and Production	N/A
5/1/2020	Business Assets of Allied Energy, LLC	Offen Petroleum, Inc.	Oil and Gas Storage and Transportation	N/A
6/23/2020	United Hydrogen Group Inc./Giner ELX, Inc.	Plug Power Inc.	Coal and Consumable Fuels	N/A
10/9/2019	Delaware and Maryland Divisions of Chesapeake Utilities Corporation	NJR Energy Services Company	Oil and Gas Storage and Transportation	N/A
11/25/2019	Utopia Pipeline Project	Shinhan Investment Corp.; Kinder Morgan, Inc.;	Oil and Gas Storage and Transportation	N/A
10/21/2019	Assets Of CBI, Trading, LLC	Avfuel Corporation	Oil and Gas Storage and Transportation	N/A
5/22/2020	Producing Properties Primarily in Barber and Harper Counties, Kansas	Bayou City Energy Management, LLC; Mach	Oil and Gas Exploration and Production	N/A
1/1/2020	Eleven operated wells in North Texas	N/A	Oil and Gas Exploration and Production	N/A
11/20/2019	Rock Creek Asset of DCP Midstream, LP	N/A	Oil and Gas Storage and Transportation	N/A
6/25/2020	Producing Properties and Pipeline System in Texas and Oklahoma	Presta Petroleum LLC	Oil and Gas Exploration and Production	N/A
4/2/2020	7.5% interest in Cook 1-17 well located in Harper County, Oklahoma	Spindletop Oil & Gas Co.	Oil and Gas Exploration and Production	N/A
9/23/2019	Circle Lubricants, Inc.	RelaDyne, Inc.	Oil and Gas Storage and Transportation	N/A
6/11/2020	Certain Energy Assets of SN TMS, LLC	Ecoark Holdings, Inc.	Oil and Gas Exploration and Production	NA

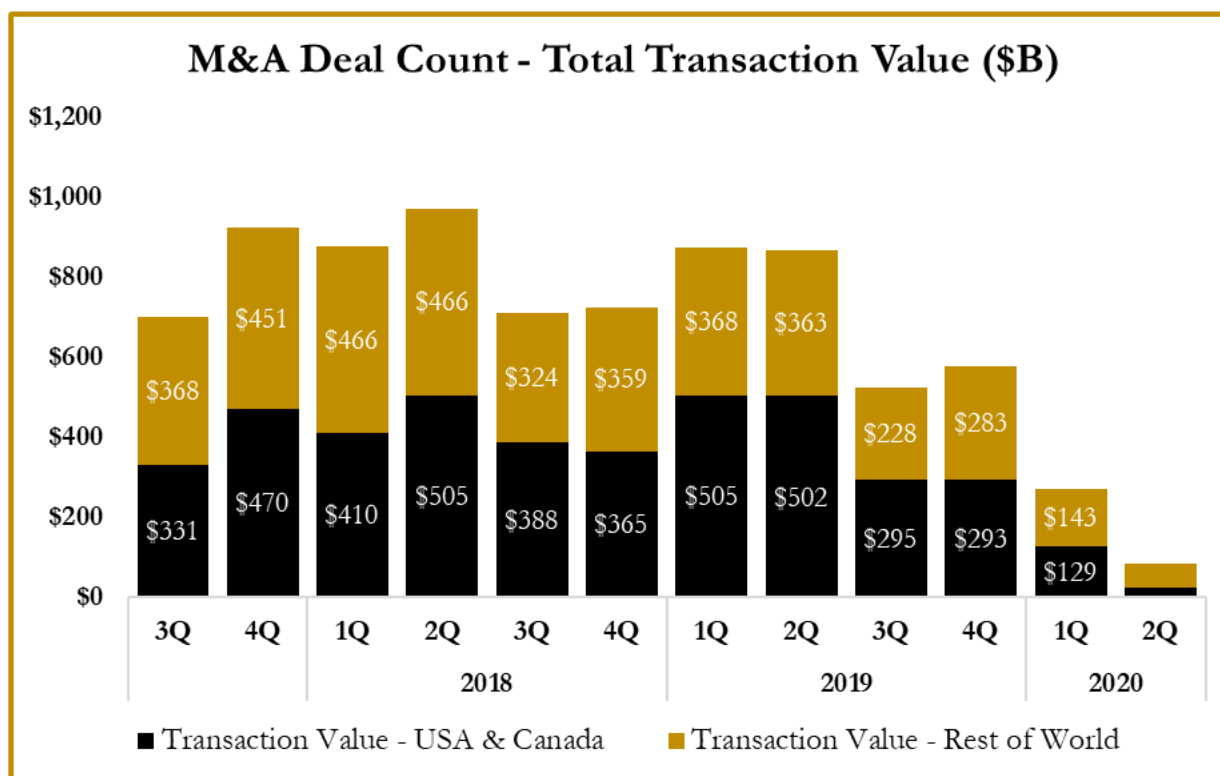
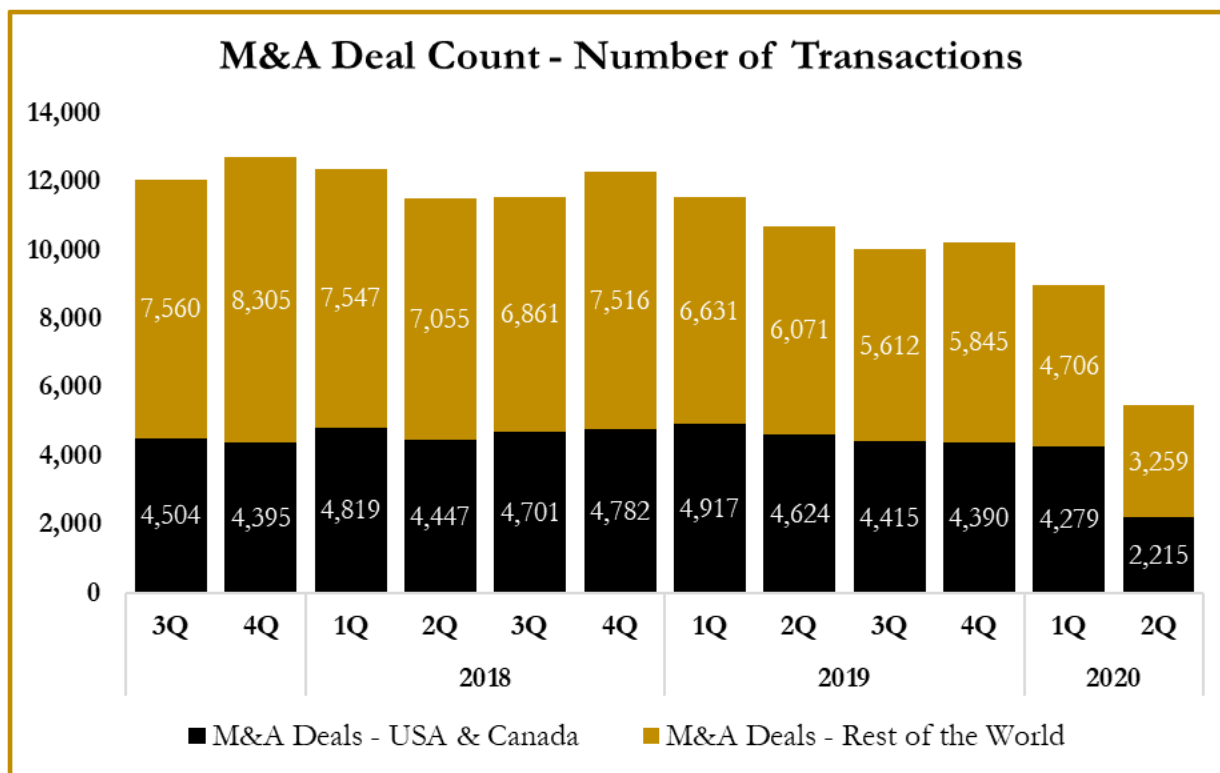
Source: Capital IQ

S&P Capital IQ - Sector Last 3 Month Equity Performance
As of June 30, 2020

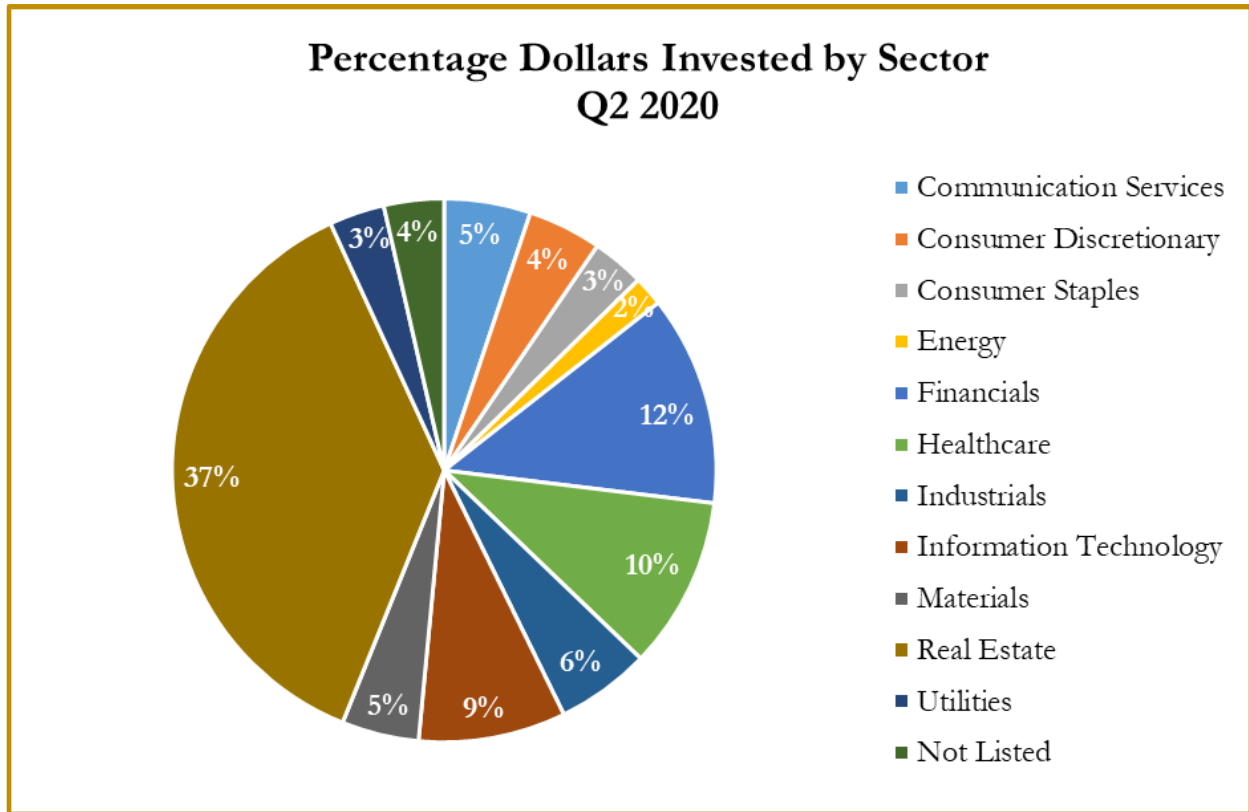


Note: The indices are derived from the equity performance of the S&P Capital IQ Sectors. Source: Capital IQ

M&A Deal Flow Statistics by S&P Capital IQ Sector
As of June 30, 2020



M&A Deal Flow Statistics by S&P Capital IQ Sector
As of June 30, 2020





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We provide an array of services that include enterprise valuations, portfolio valuation, valuation of carried interest, transaction opinions, tax and financial reporting compliance, purchase price allocations, and a wide variety of consulting services through our Financial Advisory Group.

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