



Industry Update  
**Oil and Gas**  
Q3 2023

## 1

# Financial Performance

## Size Profile, LTM Financials, Forward Estimates

(USD in millions, except per share data)

Company Name	Ticker	Size Profile				LTM Operating Data		Forward Estimates	
		Price at 09/30/23	% of 52 Week High	TEV	Total Assets	LTM Revenue	LTM EBITDA	2023 Est. Revenue	2023 Est. EBITDA
<b>Integrated</b>									
Exxon Mobil Corporation	XOM	\$117.58	97.4%	\$441,851	\$363,248	\$367,977	\$79,139	\$356,419	\$74,094
Chevron Corporation	CVX	\$168.62	88.9%	\$313,933	\$251,779	\$214,672	\$51,601	\$205,292	\$53,615
ConocoPhillips	COP	\$119.80	86.5%	\$154,657	\$89,605	\$68,775	\$28,616	\$59,001	\$25,454
Occidental Petroleum Corporation	OXY	\$64.88	85.2%	\$85,056	\$71,199	\$31,536	\$16,304	\$28,342	\$14,215
Hess Corporation	HES	\$153.00	92.5%	\$55,475	\$22,230	\$10,535	\$5,066	\$9,778	\$5,097
Murphy Oil Corporation	MUR	\$45.35	88.4%	\$9,533	\$10,250	\$3,485	\$2,400	\$3,379	\$2,093
<b>Refining and Marketing</b>									
Marathon Petroleum Corporation	MPC	\$151.34	94.9%	\$82,978	\$86,442	\$157,515	\$20,356	\$149,379	\$17,850
Phillips 66	PSX	\$120.15	96.0%	\$67,315	\$74,886	\$154,720	\$11,628	\$143,653	\$12,388
Valero Energy Corporation	VLO	\$141.71	93.1%	\$52,967	\$60,667	\$151,760	\$17,604	\$149,689	\$14,922
PBF Energy Inc.	PBF	\$53.53	94.9%	\$6,655	\$14,034	\$42,064	\$3,518	\$38,471	\$2,629
Delek US Holdings, Inc.	DK	\$28.41	80.1%	\$4,269	\$7,770	\$17,924	\$408	\$15,312	\$1,022
CVR Energy, Inc.	CVI	\$34.03	80.6%	\$4,265	\$4,217	\$9,902	\$1,194	\$9,152	\$1,243

Source: Capital IQ

## Financial Performance (cont.)

### Size Profile, LTM Financials, Forward Estimates

(USD in millions, except per share data)

Company Name	Ticker	Size Profile			LTM Operating Data		Forward Estimates		
		Price at 09/30/23	% of 52 Week High	TEV	Total Assets	LTM Revenue	LTM EBITDA	2023 Est. Revenue	2023 Est. EBITDA
<b>Exploration and Production</b>									
EOG Resources, Inc.	EOG	\$126.76	84.0%	\$68,884	\$41,487	\$25,225	\$14,775	\$23,605	\$12,444
Pioneer Natural Resources Company	PXD	\$229.55	83.6%	\$55,681	\$35,494	\$20,387	\$10,111	\$20,108	\$9,567
Devon Energy Corporation	DVN	\$47.70	60.5%	\$34,267	\$23,355	\$16,023	\$8,831	\$14,841	\$7,621
Diamondback Energy, Inc.	FANG	\$154.88	91.7%	\$33,395	\$27,587	\$7,820	\$6,320	\$8,156	\$6,119
Southwestern Energy Company	SWN	\$6.45	86.2%	\$10,850	\$13,001	\$11,308	\$6,989	\$6,908	\$2,357
Matador Resources Company	MTDR	\$59.48	80.6%	\$8,865	\$7,132	\$2,582	\$1,916	\$2,772	\$1,853

Source: Capital IQ

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## Valuation Metrics

## Return Profile, Trading Multiples

Company Name	Ticker	Return Profile					Trading Multiples		
		Return on Assets	Return on Equity	Revenue Growth	EBITDA Margin	EBITDA Growth	5-yr Beta	TEV / LTM Revenue	TEV / LTM EBITDA
<b>Integrated</b>									
Exxon Mobil Corporation	XOM	10.5%	27.2%	3.7%	21.5%	6.5%	1.0x	1.2x	5.8x
Chevron Corporation	CVX	8.9%	19.3%	4.2%	24.0%	7.7%	1.1x	1.5x	6.2x
ConocoPhillips	COP	14.1%	26.5%	2.8%	41.6%	-5.7%	1.3x	2.3x	5.6x
Occidental Petroleum Corporation	OXY	7.8%	23.7%	-6.5%	51.7%	-13.7%	1.7x	2.7x	5.3x
Hess Corporation	HES	8.9%	21.9%	15.5%	48.1%	9.9%	1.5x	5.4x	11.2x
Murphy Oil Corporation	MUR	8.8%	22.3%	16.5%	68.9%	20.1%	2.4x	2.8x	4.1x
	<b>Mean</b>	<b>9.8%</b>	<b>23.5%</b>	<b>6.0%</b>	<b>42.6%</b>	<b>4.1%</b>	<b>1.5x</b>	<b>2.7x</b>	<b>6.3x</b>
	<b>Median</b>	<b>8.9%</b>	<b>23.0%</b>	<b>3.9%</b>	<b>44.8%</b>	<b>7.1%</b>	<b>1.4x</b>	<b>2.5x</b>	<b>5.7x</b>
<b>Refining and Marketing</b>									
Marathon Petroleum Corporation	MPC	11.7%	43.0%	-1.9%	12.9%	26.2%	1.6x	0.5x	4.1x
Phillips 66	PSX	8.8%	40.8%	4.8%	7.5%	64.0%	1.3x	0.4x	5.8x
Valero Energy Corporation	VLO	15.0%	45.0%	1.3%	11.6%	42.1%	1.6x	0.3x	3.0x
PBF Energy Inc.	PBF	14.3%	63.3%	8.8%	8.4%	35.1%	1.8x	0.2x	1.9x
Delek US Holdings, Inc.	DK	0.6%	-1.8%	8.6%	2.3%	-50.6%	1.4x	0.2x	10.5x
CVR Energy, Inc.	CVI	12.7%	66.7%	4.1%	12.1%	6.5%	1.7x	0.4x	3.6x
	<b>Mean</b>	<b>10.5%</b>	<b>42.8%</b>	<b>4.3%</b>	<b>9.1%</b>	<b>20.6%</b>	<b>1.6x</b>	<b>0.4x</b>	<b>4.8x</b>
	<b>Median</b>	<b>12.2%</b>	<b>44.0%</b>	<b>4.5%</b>	<b>10.0%</b>	<b>30.7%</b>	<b>1.6x</b>	<b>0.4x</b>	<b>3.8x</b>

Source: Capital IQ

## Valuation Metrics (cont.)

### Return Profile, Trading Metrics

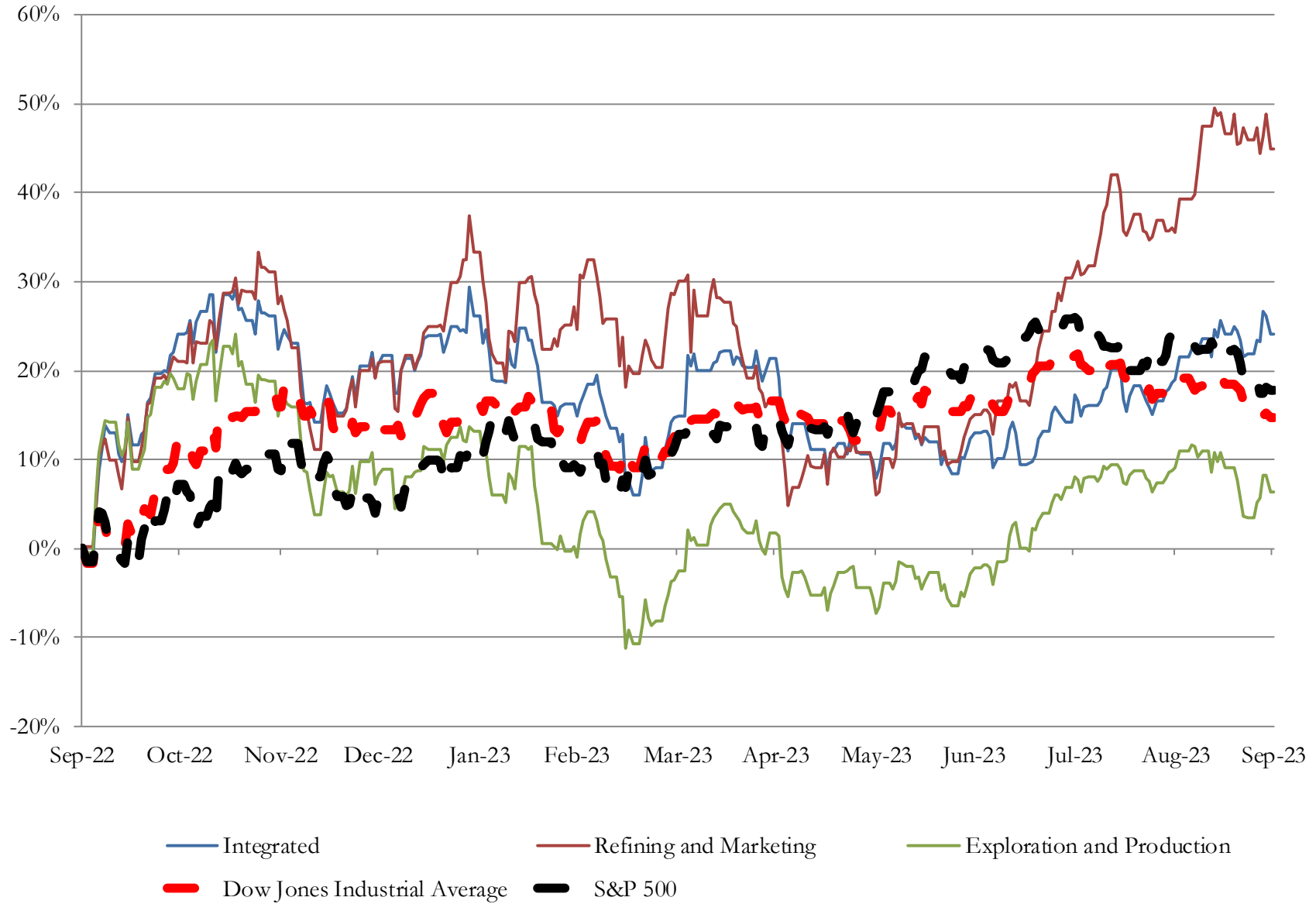
Company Name	Ticker	Return Profile					Trading Multiples		
		Return on Assets	Return on Equity	Revenue Growth	EBITDA Margin	EBITDA Growth	5-yr Beta	TEV / LTM Revenue	TEV / LTM EBITDA
<b>Exploration and Production</b>									
EOG Resources, Inc.	EOG	17.4%	35.9%	-5.4%	58.6%	29.9%	1.5x	3.1x	5.2x
Pioneer Natural Resources Company	PXD	12.8%	25.3%	-13.9%	49.6%	-13.2%	1.4x	3.1x	6.3x
Devon Energy Corporation	DVN	17.0%	45.0%	-9.2%	55.1%	-0.9%	2.3x	2.3x	4.2x
Diamondback Energy, Inc.	FANG	11.7%	23.7%	-8.5%	80.8%	-3.9%	2.0x	4.8x	5.9x
Southwestern Energy Company	SWN	27.7%	146.6%	-2.7%	61.8%	2176.5%	1.4x	1.0x	1.7x
Matador Resources Company	MTDR	14.0%	30.9%	2.2%	74.2%	3.2%	3.6x	3.9x	5.2x
	Mean	16.8%	51.2%	-6.3%	63.3%	365.3%	2.0x	3.0x	4.7x
	Median	15.5%	33.4%	-6.9%	60.2%	1.2%	1.8x	3.1x	5.2x

Source: Capital IQ

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## LTM Equity Performance

### Major Indexes



Source: Capital IQ



## 4

## Recent M&amp;A Activity

Last Twelve (12) Months as of September 30, 2023

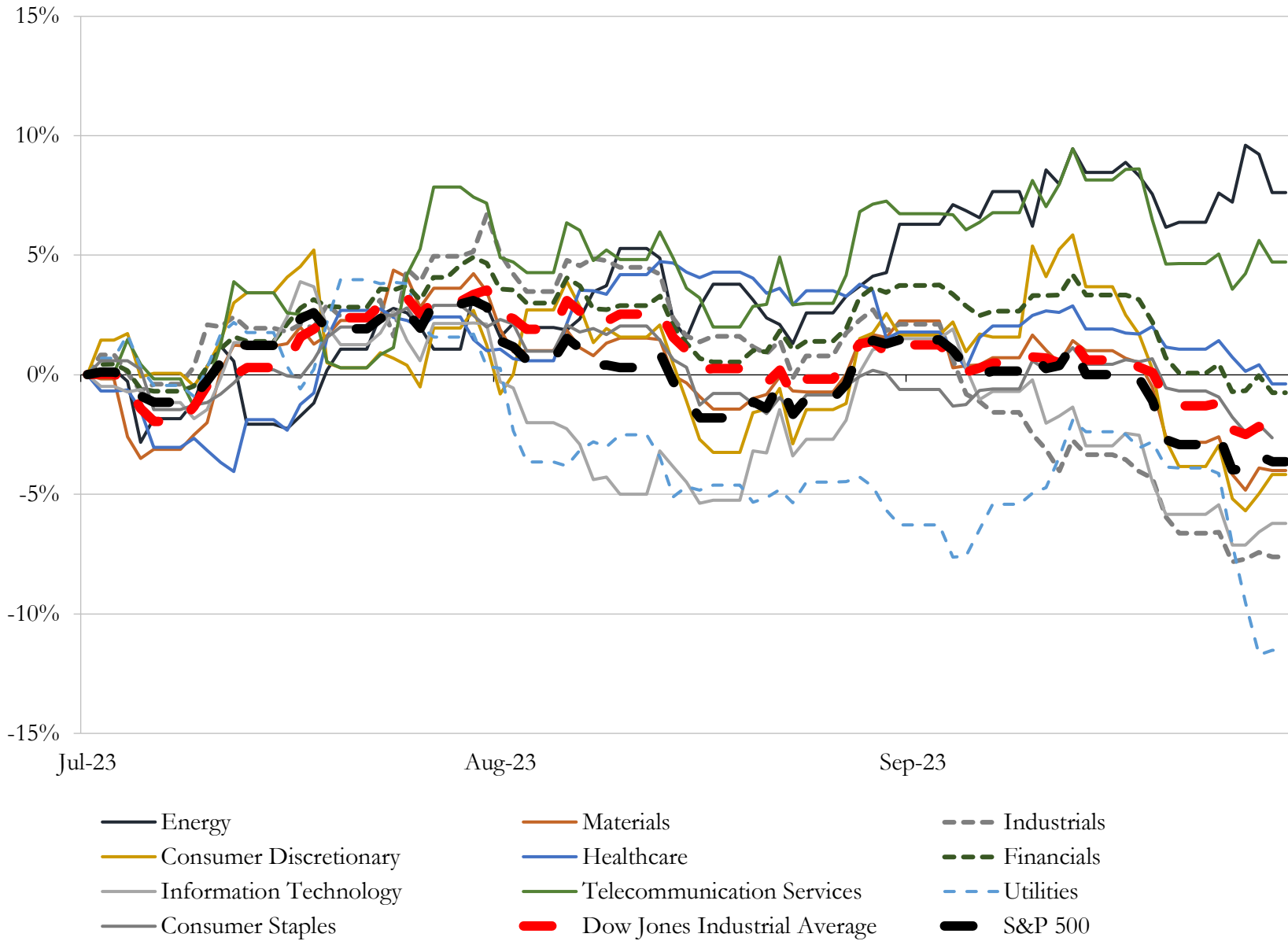
(USD in millions)

Close Date	Target	Acquirer	Implied TEV
Sep-23	Magellan Midstream Partners, L.P.	ONEOK, Inc.	\$18,938
Aug-23	PDC Energy, Inc.	Chevron Corporation	\$7,724
Dec-22	Archaea Energy Inc.	BP Products North America Inc.	\$4,848
Jun-23	Substantially All leasehold interest & related assets of Black Swan Oil, Petrolegacy	Ovintiv USA Inc.	\$4,392
Feb-23	Aera Energy LLC	Green Gate Resources E, LLC	\$3,861
Dec-22	Eagle Ford assets of Ensign Operating LLC, Ensign Operating II LLC and Ensign	Marathon Oil EF II LLC	\$3,000
Jun-23	Ranger Oil Corporation	Baytex Energy Corp.	\$2,345
Aug-23	Hibernia Energy III, LLC/Hibernia Energy III-B, LLC	Civitas Resources, Inc.	\$2,250
Feb-23	EnVen Energy Corporation	Talos Production Inc.	\$2,071
Dec-22	MNRL Sub Inc.	Sitio Royalties Corp.	\$1,979
Apr-23	Advance Energy Partners, LLC	MRC Energy Company	\$1,688
Nov-22	PBF Logistics LP	PBF Energy Company LLC	\$1,661
Nov-22	All Leasehold Interest and Related Assets of FireBird Energy LLC	Diamondback E&P LLC	\$1,618
Aug-23	Novo Oil & Gas Holdings, LLC	Earthstone Energy Holdings, LLC	\$1,500
Feb-23	MountainWest Pipeline, LLC	Williams Partners Operating LLC	\$1,500
May-23	Centurion Pipeline Company LLC	Energy Transfer LP	\$1,450
Aug-23	South Texas Gateway Terminal LLC	Gibson Energy Inc.	\$1,100
Apr-23	Bakken assets located in the Williston Basin of North Dakota of Ovintiv Inc.	Grayson Mill Energy, LLC	\$825
Feb-23	Husky Toledo Refinery	Cenovus Energy Inc.	\$740
Jul-23	Callon (Eagle Ford) LLC	Ridgemar Energy Operating, LLC	\$700
Sep-23	LongPoint Minerals, LLC	Kimbell Royalty Operating, LLC	\$455
Apr-23	Tres Palacios Gas Storage LLC	Enbridge (U.S.) Inc.	\$335
Jun-23	63,000 bpd Billings Refinery and Associated Marketing and Logistics Assets	Par Pacific Holdings, Inc.	\$328
Dec-22	Mineral and Royalty Interests located in the Permian Basin	Kimbell Royalty Partners, LP; Kimbell Royalty Operating, LLC	\$290
Oct-22	Marcellus natural gas gathering and compression assets of Crestwood Equity	Antero Midstream Corporation	\$206
Dec-22	Platform of renewable natural gas assets	Suburban Renewable Energy, LLC	\$190
Dec-22	Outrigger DJ Midstream LLC	Summit Midstream Holdings, LLC	\$165
May-23	Mineral and royalty interests in Northern Midland Basin	Kimbell Royalty Partners, LP; Kimbell Royalty Operating, LLC	\$143
Jun-23	Retail, Wholesale and Fleet Fueling Assets of WTG Fuels, Inc.	GPM Southeast, LLC	\$140
Dec-22	Sterling Energy Investments LLC/Grasslands Energy Marketing LLC/Centennial	Summit Midstream Holdings, LLC	\$140

Source: Capital IQ

# 5 Change in Market Capitalization by Sector

Last Three (3) Months as of September 30, 2023



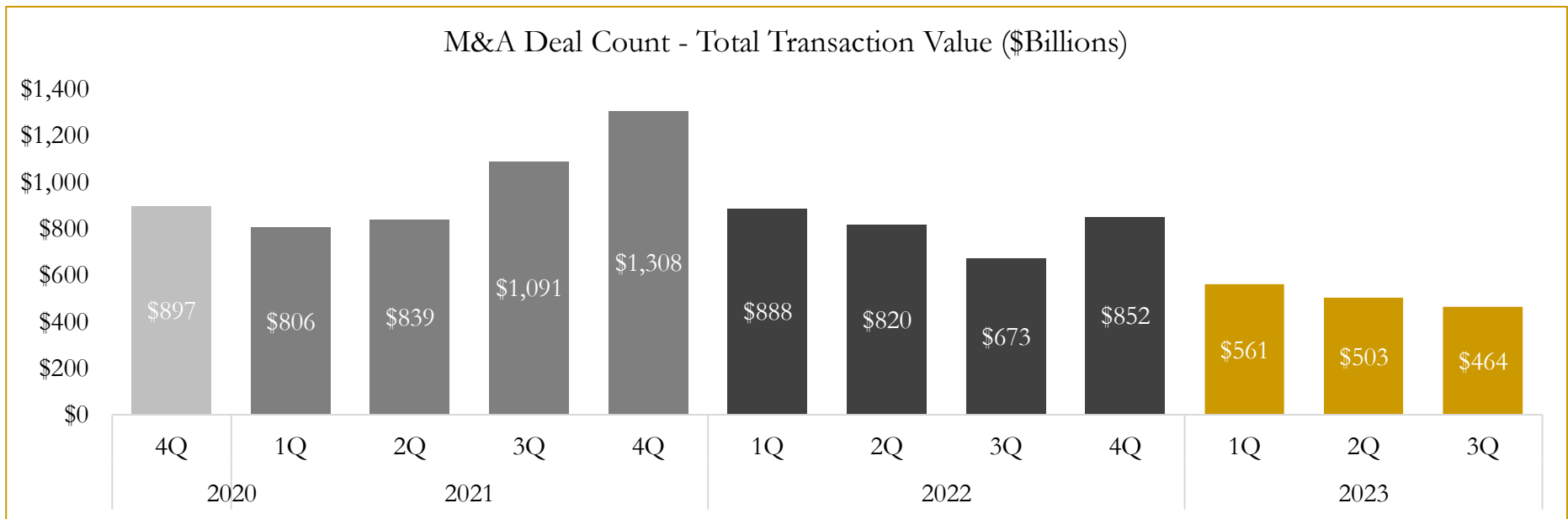
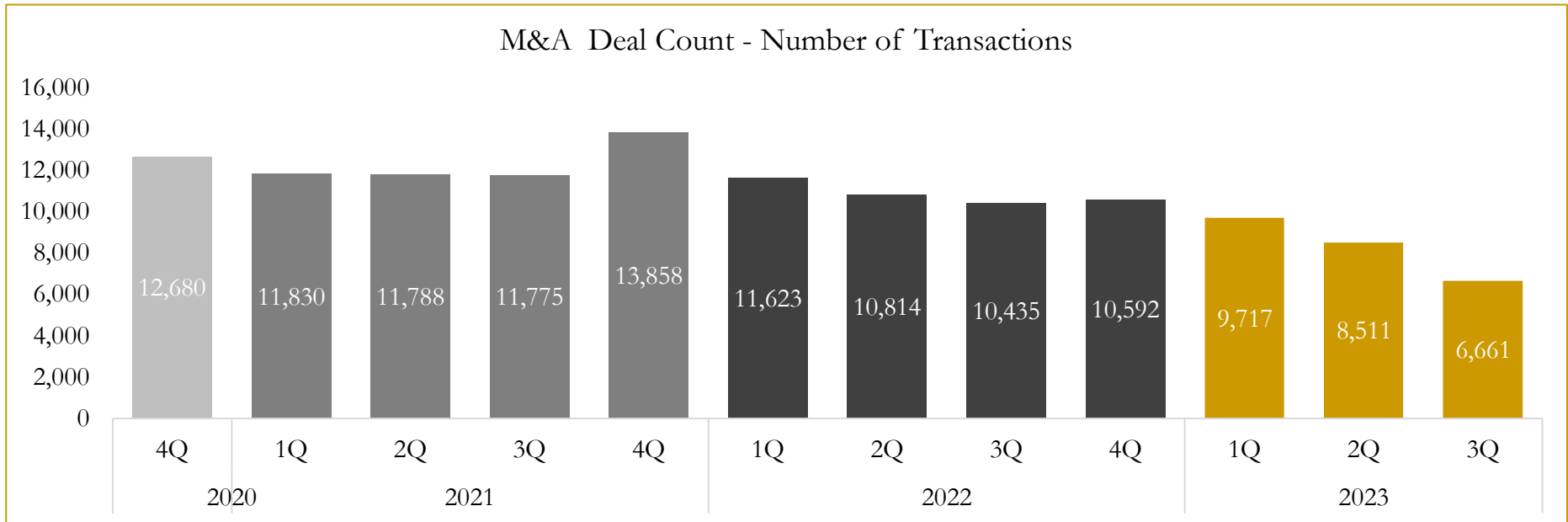
Source: Capital IQ



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## M&A Deal Flow Statistics

Last Three (3) Years as of September 30, 2023



Source: Capital IQ

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- **Portfolio Valuation (ASC 820)**
- **Complex & Illiquid Securities (Level 3)**
- **Cryptoasset /Blockchain Valuations**
  - Locked Token Valuations
- **Enterprise Valuations**
- **Fairness & Solvency Opinions**
  - SPAC Fairness
- **Estate & Gift Valuations**
- **Purchase Price Allocation (ASC 805)**
- **Goodwill Impairment Testing (ASC 350)**
- **Stock-based Compensation (ASC 718, IRC 409A)**

### Investment Banking

- **Mergers & Acquisitions**
  - Sell-Side Advisory
  - Sale of Minority Ownership Positions
  - Leveraged Buyouts
  - Majority Recapitalizations
  - Corporate Divestitures
- **Corporate Financial Services**
  - Financial Modeling
  - Investor Presentation
  - Valuation Analysis
  - Strategic Advisory

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