



**January 25, 2018**

JW MARRIOTT HOUSTON GALLERIA  
HOUSTON, TX

CONFERENCE CHAIR | JASON HICKS; MANAGING DIRECTOR & TEAM LEAD, WELLS FARGO OIL & GAS DIVISION

## **EMBRACING A NEW NORMAL: PRIVATE CAPITAL STOKES PRODUCTION GROWTH**

With a new commodity-price reality setting in, private capital markets seek unique opportunities for growth. There is plenty of dry powder available at capital sources for good opportunities but many are seeking creative options to deploy new capital. Private equity firms have dry powder but are highly selective of geographic areas and management teams. Banks continue to be challenged by commodity prices and bank regulators as they underpin their customer's capital structures. This event seeks to help operators determine how they can approach different providers to meet their needs. We examine who has capital to invest, how the rules have changed for companies seeking capital and talk about evolving industry trends that affect capital providers and capital seekers alike.

### **AGENDA**

**8:30 AM - 8:40 AM WELCOME AND OPENING REMARKS**

**8:40 AM - 10:00 AM NEW CAPITAL SOURCES**

This panel highlights newer additions to the capital picture. They seek to place equity, debt and hybrids with various types of companies. They will discuss how they approach the investment process, what they think about commodity prices, and how they can be approached to invest.

MODERATOR

**Buddy Clark**, Partner, Haynes and Boone, LLP

SPEAKERS

**Jesse Bomer**, Partner, Edge Natural Resources LLC  
**Daniel Goodman**, Co-Founder & Partner, Carnelian Energy Capital  
**Jeffrey W. Miller**, CEO and Managing Partner, Vortus Investments  
**James Row**, Managing Partner, Entoro  
**David M. Zusman**, Managing Partner, Talara Capital Management

**10:00 AM - 10:15 AM BREAK**

**10:15 AM - 11:15 AM ACQUISITIONS AND DIVESTITURES, DEAL FLOW SEEKS CAPITAL**

The property and corporate transaction process is the heart and soul of the private capital industry. While Permian transactions continue to capture the spotlight, there are still bright spots elsewhere. This panel explores how Permian premiums are holding up, where other

buyers and sellers are coming to terms, and how property trades are streamlining portfolios and offering new entry opportunities.

SPEAKERS

**John Jacobi**, Co-Chief Executive Officer, Covey Park Energy  
**William "Bill" Marko**, Managing Director, Jefferies LLC

**11:15 AM - 11:30 AM BREAK**

**11:30 AM - 12:30 PM OTHER EXIT STRATEGIES**

Today, large independents and major companies are much more discriminating on their targeted acquisitions. Consequently, traditional buyers of privately backed and grown assets are different. Other private capital-backed companies are one source of liquidity, but what of others? The public markets opened briefly in 2017 but where are they now? What other options are there for private operators looking to exit positions? This panel will help companies evaluate possible options for exit.

MODERATOR

**Scott W. Johnson**, Managing Director, Chiron Financial LLC

SPEAKERS

**Joseph N. Jagers**, Chairman, CEO and President, Jagged Peak Energy LLC  
**Rusty Kelley**, Chief Financial Officer, Extraction Oil & Gas, LLC  
**Timothy E. Perry**, Managing Director, Credit Suisse



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**12:30 PM - 2:00 PM LUNCH**

**INTRODUCTION**

**Matt Coleman**, Director, Corporate Banking Group  
Wells Fargo Energy Group - Oil & Gas Division - Dallas

**KEYNOTE SPEAKER**

**Daniel J. Rice IV**, former CEO, Rice Energy

**2:00 PM - 2:15 PM BREAK**

**2:15 PM - 3:30 PM INDUSTRY VETERANS SPEAK  
ABOUT THE CURRENT MARKET, TRADITIONAL  
FINANCE AND INNOVATIVE PRODUCT  
STRUCTURES**

Oil and gas exploration has always been a cyclical business, but many industry veterans say the current cycle feels different. The ability of U.S. producers to increase production by rapidly accessing capital on relatively short time frames seems to have changed global supply/demand dynamics. In this product-on-demand world, what does that bode for capital providers? This panel of industry veterans offers their views on the current state of the industry, how their sectors are expecting to perform in the coming year, and how they are crafting new solutions to their customers' current challenges.

**MODERATOR**

**Ryan Morgan**, Member, Steptoe & Johnson PLLC

**SPEAKERS**

**David W. Hayes**, Partner, NGP

**Phil Z. Pace**, Partner, Chambers Energy Capital

**Kevin Scotto**, Managing Director - Leveraged Finance, Wells Fargo Securities

**Brian N. Thomas**, Managing Director, Prudential Capital Group

**3:30 PM - 3:45 PM BREAK**

**3:45 PM - 5:00 PM SUCCESS STORIES**

Attendees seeking to access private capital are eager to learn how to best access, deploy and execute on capital investments. Still, there are certain pitfalls that all should seek to avoid. This panel will explain how the capital-raising process went and share their thoughts on successful strategies.

**MODERATOR**

**Chris Halloran**, Vice President, Prudential Capital Group

**SPEAKERS**

**Rhett Bennett**, CEO, Black Mountain

**Berry Mullennix**, President and CEO, Panther Energy Company, LLC

**Parker Reese**, President and Chief Executive Officer, Ameredeve

**Douglass C. Robison**, President, ExL Petroleum, LP

**5:00 PM - 6:00 PM RECEPTION**