

Statoil (STO) Profitable Reinvestment

Symbol	STO	Ebitda Next Twelve Months ending 12/31/13 (US\$mn	27,700
Rating	Contrarian Buy	North American Natural Gas/Ebitda (%)	0
Price (\$/sh)	24.68	Natural Gas and Oil Production/Ebitda (%)	100
Pricing Date	12/17/12	Adjusted Reserves/Production NTM	6.3
Shares (mm)	3182	EV/Ebitda	4.3
Market Capitalization (\$mm)	78,500	PV/Ebitda	6.5
Debt (\$mm)	41,100	Undeveloped Reserves (%)	30
Enterprise Value (EV) (\$mm)	119,600	Natural Gas and Oil Ebitda (\$/boe)	39.10
Present Value (PV) (\$mm)	181,100	Present Value Proven Reserves(\$/boe)	34.70
Net Present Value (\$/share)	44	Present Value Proven Reserves(\$/mcfe)	5.80
Debt/Present Value	0.23	Earnings Next Twelve Months (US\$/sh)	3.00
McDep Ratio - EV/PV	0.66	Price/Earnings Next Twelve Months	8
Dividend Yield (%/year)	4.5	Indicated Annual Dividend (US\$/sh)	1.11
Note: Estimated cash flow a	and earnings tied to	one-year futures prices for oil.	
Reported results may	vary widely from es	timates. Estimated present value per share revised only infre	quently.
Estimated present value	e presumes a long-	term price for oil of US\$100 a barrel.	
The Norwegian govern	ment owns 67% of	the shares in Statoil. For historical research, see www.mcde	p.com

Summary and Recommendation

Contrarian Buy Statoil (STO) offers 51% unleveraged appreciation in the McDep context to a Net Present Value (NPV) of \$44 compared to current stock price near \$25 a share. A 4.5% dividend provides ongoing return while management reinvests remaining cash flow. The largest new oil and gas fields are the giant Sverdrup discovery in the Norwegian Sea and the Skrugard discovery in the Barents Sea in the Arctic (see slide Project Pipeline on page 2). Not to miss out on the shale oil breakthrough, the Norwegian company is among the leading producers in the North Dakota Bakken. There, STO expects to reach the 60-100 thousand barrels equivalent daily (mboed) listed in its project pipeline in a short while compared to third quarter volume of 38 mbd (see slide U.S. Onshore on page 2). Yet, Chief Executive Helge Lund cautions that total volume may not be up in 2013 because, among other factors, STO may divest some mature Norwegian production as it develops more profitable new production (see table Next Twelve Months Operating and Financial Estimates on page 3). Nonetheless, the company's high rate of cash flow generation supports NPV (see table Functional Cash Flow and Present Value on page 3). Meanwhile, we track STO in a new Canada/Norway/Australia group in our refocused coverage of 20 large cap stocks, reduced from 27. Highly profitable natural gas production at 35% of value distinguishes STO among its new peers (see Table 1 on page 4). The balance sheet is strong with a moderate 0.23 ratio of Debt/Present Value (see Table 2 on page 5). The lowest unlevered market cash flow multiple in its group at 4.3 times corroborates a low McDep Ratio (see Table 3 on page 6). Finally, stock price above the 50-day average may soon carry above the 200-day and allow us to lift the contrarian qualification on our buy recommendation (see Table 4 on page 7).

Kurt H. Wulff, CFA



> Sanctioned Non-sanctioned

Impressive project pipeline



... and an additional 100 other projects in progress**

5	* Estimated new equity capacity installed – Statoil share, can not be summarized as one year alone. Equity production (mboe/d). ** Includes IOR projects	Statoil

US Onshore - highly productive assets





				il ASA					
	Next T	welve Mor	ths Opera	ting and Fi	nancial Es	timates			
									Next
									Twelve
	Q4	Q3	Q4E	Year	QIE	Q2E	Q3E	Q4E	Months
	12/31/11	9/30/12	12/31/12	2012E	3/31/13	6/30/13	9/30/13	12/31/13	12/31/13
Volume									
Natural Gas (mmcfd)	4,956	3,840	4,956	4,905	5,845	4,883	3,802	4,956	4,866
Oil (mbd)	1,149	1,058	1,150	1,144	1,139	1,127	1,116	1,150	1,133
Total gas & oil (mbd)	1,975	1,698	1,976	1,961	2,113	1,941	1,749	1,976	1,944
Price									
Kroner/\$	5.76	5.91	5.61	5.80	5.61	5.61	5.61	5.61	5.61
Natural gas (US\$/mcf)	11.07	10.35	10.90	10.77	10.90	10.90	10.90	10.90	10.90
Natural gas (NOK/Sm3)	2.25	2.16	2.16	2.19	2.16	2.16	2.16	2.16	2.14
Oil									
WTI Cushing US\$/bbl)	94.06	92.22	87.69	94.04	87.79	89.17	89.79	89.85	89.15
WTI Cushing (NOK/bbl)	542	545	492	546	493	501	504	504	501
Wellhead (NOK/bbl)	592	591	534	590	535	543	547	547	543
Total gas & oil (NOK/bbl)	504	507	464	500	457	469	482	472	470
Revenue (NOKmm)									
Natural Gas	29,062	21,617	27,900	112,267	32,189	27,188	21,401	27,900	108,677
Oil	62,579	57,526	56,488	246,837	54,768	55,681	56,119	57,876	224,445
Other	120,147	109,157	109,157	481,607	109,157	109,157	109,157	109,157	436,630
Total	182,726	166,683	193,545	756,344	196,115	192,026	186,678	194,933	769,752
Expense	139,292	126,459	154,118	590,106	155,487	153,309	150,459	154,858	614,113
Ebitda (NOKmm)	43,434	40,224	39,427	166,238	40,627	38,717	36,218	40,075	155,638
Exploration	4,794	5,164	5,164	18,601	3,000	3,000	3,000	3,000	12,000
Deprec., Deplet., & Amort.	13,774	14,639	14,639	59,363	13,000	13,000	13,000	13,000	52,000
Ebit	24,866	20,421	19,624	88,274	24,627	22,717	20,218	24,075	91,638
Interest	2,354	2,308	2,308	9,277	2,308	2,308	2,308	2,308	9,233
Ebt	22,512	18,113	17,315	78,997	22,319	20,409	17,910	21,767	82,405
Income Tax	7,879	6,340	6,060	27,649	7,812	7,143	6,269	7,618	28,842
Net Income (NOKmm)	14,633	11,773	11,255	51,348	14,507	13,266	11,642	14,149	53,563
Shares (millions)	3,181	3,182	3,182	3,182	3,182	3,182	3,182	3,182	3,182
Per share (NOK)	4.60	3.70	3.54	16.14	4.56	4.17	3.66	4.45	16.83
Ebitda Margin (E&P)	47%	51%	47%	46%	47%	47%	47%	47%	47%
Tax Rate	35%	35%	35%	35%	35%	35%	35%	35%	35%

	Statoil ASA									
Functional Cash Flow and Present Value										
				Present						
	NTM Ebitda	Adjusted	PV/	Value						
	<u>(US\$mm)</u>	<u>R/P</u>	<u>Ebitda</u>	<u>(US\$mm)</u>						
Natural Gas	9,044	8.8	7.1	64,000	35%					
Oil	18,677	4.4	6.3	117,100	65%					
	27,721	6.3	6.5	181,100	100%					
Debt (US\$mm)					41,100					
Net Present Value (US\$mm)					140,000					
Shares (mm)					3,182					
Net Present Value - Standard Estimate (US\$/sh)					44					
NPV Approximation by Cash Flow Multiple Dependent	ding on Reserve	Life (US\$/	sh)		42					

Please see disclosures on the final page.



			_	Table						
	Μ	[cD	ep Lar	ge Car) Energy S	Stocks				
Enter	prise V	alu	ie, Busi	ness Se	egments a	nd Mc	Dep Ra	tio	1	
						Prese	nt Value by	Seomen	t (%)	
			Price			North	Rest	Segmen		
			(US\$/sh)	EV/	Enterprise		of World			
S	mbol/Rat		17-Dec	Market	Value	Natural	Natural	Oil	Down-	McDer
B = Buy, C		0	2012	Cap	(\$ <i>mm</i>)	Gas	Gas	Prod'n	stream	Ratic
Global Integrated										
Exxon Mobil Corporation	XOM	В	88.87	1.17	479,000	7	19	57	16	0.83
PetroChina Company Ltd (14%)			140.14	1.39	49,800		14	77	8	0.74
Royal Dutch Shell plc	RDS-A		68.89	1.28	277,000	3	22	56	18	0.73
Chevron Corporation	CVX		108.68	1.13	242,000	3	11	76	10	0.67
Total S.A.	TOT		51.19	1.37	158,000		19	67	14	0.59
Petrobras	PBR	CB	19.43	1.61	205,000		6	81	13	0.55
Lukoil Oil Company	LUKOY	В	65.14	1.03	51,900			77	23	0.44
Gazprom (50%)	OGZPY	CB	9.06	1.41	73,000		11	12	77	0.40
Total or Median				1.32	1,536,000			72	15	0.63
U.S. Independent										
EOG Resources, Inc.	EOG	В	120.97	1.19	39,000	31	5	64	-	0.86
ConocoPhillips	COP	В	58.28	1.56	110,000	14	12	74	-	0.71
Occidental Petroleum Corp.	OXY	CB	76.52	1.15	71,100	8	1	81	10	0.67
Marathon Oil Corporation	MRO	В	30.70	1.47	32,000	8	3	90	-	0.61
Devon Energy Corporation	DVN	CB	52.13	1.42	30,000	48		52	-	0.60
Total or Median				1.42	282,000	14		74		0.67
Canada/Norway/Australia										
Woodside Petroleum Ltd.	WOPEY		36.05	1.26	37,000		66	34	-	0.83
Cenovus Energy Inc.	CVE	CB	33.06	1.30	32,600	10		72	18	0.74
Imperial Oil Limited (30%)	IMO	CB	42.98	1.19	13,000	2		84	14	0.73
EnCana Corporation	ECA		20.10	1.64	24,300	89		11	-	0.66
Statoil ASA (33%)	STO		24.68	1.52	39,500		35	65	-	0.66
Suncor Energy	SU		32.66	1.28	64,300	2		79	19	0.57
Canadian Oil Sands Limited	COSWF	CB	19.59	1.25	11,900			100	-	0.49
Total or Median				1.28	223,000			72		0.66
CB=Contrarian Buy, Stock Price Estimated present value presume							gas, \$6 a n	uillion br	u.	
McDep Ratio = \mathbf{M} arket \mathbf{c} ap and							5, ¢0 u li			



			Table 2						
	McDep) Lar	ge Cap	Energy	Stocks				
Net Present Value and McDep Ratio									
			D .			N7 .			
			Price			Net	DI		
	C 1 1/D		(US\$/sh)	C1	Market	Present	Debt/	MD	
	Symbol/R		17-Dec	Shares	Cap	Value	Present	McDep Butic	
B = Buy,	CB (see b	elow)	2012	<i>(mm)</i>	(US\$mm)	(US\$/sh)	Value	Ratio	
Global Integrated									
Exxon Mobil Corporation	XOM	В	88.87	4,597	409,000	110.00	0.12	0.83	
PetroChina Company Ltd (14%)	PTR	В	140.14	256	35,900	210.00	0.21	0.74	
Royal Dutch Shell plc	RDS-A	В	68.89	3,137	216,000	102.00	0.16	0.73	
Chevron Corporation	CVX	В	108.68	1,960	213,000	170.00	0.08	0.67	
Total S.A.	TOT	В	51.19	2,261	116,000	100.00	0.16	0.59	
Petrobras	PBR	CB	19.43	6,522	126,700	45.00	0.21	0.55	
Lukoil Oil Company	LUKOY	В	65.14	775	50,500	150.00	0.01	0.44	
Gazprom (50%)	OGZPY	CB	9.06	5,735	52,000	28.00	0.12	0.40	
Total or Median					1,219,000		0.14	0.63	
U.S. Independent									
EOG Resources, Inc.	EOG	В	120.97	271	32,800	145.00	0.14	0.86	
ConocoPhillips	COP	В	58.28	1,207	70,000	96.00	0.25	0.71	
Occidental Petroleum Corp.	OXY	CB	76.52	810	62,000	120.00	0.09	0.67	
Marathon Oil Corporation	MRO	В	30.70	709	21,770	60.00	0.19	0.61	
Devon Energy Corporation	DVN	CB	52.13	405	21,100	102.00	0.18	0.60	
Total or Median					207,700		0.18	0.67	
Canada/Norway/Australia									
Woodside Petroleum Ltd.	WOPEY		36.05	808	29,100	45.00	0.17	0.83	
Cenovus Energy Inc.	CVE	CB	33.06	758	25,100	48.00	0.17	0.74	
Imperial Oil Limited (30%)	IMO	CB	42.98	255	11,000	62.00	0.12	0.73	
EnCana Corporation	ECA	CB	20.10	736	14,800	37.00	0.26	0.66	
Statoil ASA (33%)	STO	CB	24.68	1,050	25,900	44.00	0.23	0.66	
Suncor Energy	SU	В	32.66	1,538	50,200	64.00	0.13	0.57	
Canadian Oil Sands Limited	COSWF	CB	19.59	485	9,500	45.00	0.10	0.49	
Total or Median					166,000		0.17	0.66	
CB=Contrarian Buy, Stock Price ma	y be in do	wntren	d compared	to 200-da	v average.				
Estimated present value presumes a						ll gas. \$6 a r	nillion btu.		

McDep Ratio = Market cap and **De**bt to present value of oil and gas and other businesses



			Table 3							
Mo	Dep L	arg	e Cap E	Energy S	tocks					
Value Multiples and Dividend Yield										
			Price	Adjustd						
			(US\$/sh)	Resrvs/	PV/	EV/		Dividena		
S	ymbol/Rat	ing	17-Dec	Prod	Ebitda	Ebitda	P/E	NTM		
B = Buy, C	B (see bel	ow)	2012	NTM	NTM	NTM	NTM	(%)		
Global Integrated										
Exxon Mobil Corporation	XOM	В	88.87	13.6	8.2	6.9	12	2.6		
PetroChina Company Ltd (14%)	PTR	B	140.14	12.8	7.8	5.8	12	3.6		
Chevron Corporation	CVX	B	108.68	9.5	7.8	5.2	12	3.3		
Royal Dutch Shell plc	RDS-A	B	68.89	10.1	6.9	5.0	9	5.0		
Petrobras	PBR	CB	19.43	13.4	9.2	5.1	6	5.4		
Total S.A.	TOT	B	51.19	10.3	8.0	4.7	8	6.0		
Lukoil Oil Company	LUKOY	B	65.14	16.4	6.4	2.8	5	3.7		
Gazprom (50%)	OGZPY	CB	9.06	31.2	6.1	2.5	3	6.4		
Median		0.5	,100	13.1	7.8	5.0	9	4.4		
U.S. Independent										
EOG Resources, Inc.	EOG	В	120.97	8.5	7.5	6.4	21	0.6		
Devon Energy Corporation	DVN	CB	52.13	10.7	10.6	6.3	15	1.5		
ConocoPhillips	COP	В	58.28	12.7	8.6	6.1	11	4.5		
Occidental Petroleum Corp.	OXY	CB	76.52	9.9	8.2	5.5	12	2.8		
Marathon Oil Corporation	MRO	В	30.70	8.7	7.7	4.7	9	2.2		
Median				9.9	8.2	6.1	12	2.2		
Canada/Norway/Australia										
EnCana Corporation	ECA	CB	20.10	8.6	19.2	12.7		4.0		
Imperial Oil Limited (30%)	IMO	CB	42.98	18.5	11.1	8.1	10	1.1		
Woodside Petroleum Ltd.	WOPEY		36.05	13.0	9.5	7.9	13	3.6		
Cenovus Energy Inc.	CVE	CB	33.06	12.4	9.8	7.3	18	2.7		
Canadian Oil Sands Limited	COSWF	CB	19.59	20.7	12.5	6.1	9	7.3		
Suncor Energy	SU	В	32.66	17.3	10.4	5.9	11	1.6		
Statoil ASA (33%)	STO	CB	24.68	6.3	6.5	4.3	8	4.5		
Median				13.0	10.4	7.3	11	3.6		
CB=Contrarian Buy, Stock Price may be	in downtre	end c	ompared to	200-day av	erage.					
EV = Enterprise Value = Market Cap and	Debt; Ebit	tda =	Earnings b	efore intere	est, tax, depre	eciation				
and amortization; NTM = Next Twelve M	onths End	ed D	ecember 31	l, 2013; P/E	E = Stock Pri	ce to				
Forminger DV Dresent Volue of all and a	soo and ath									

Earnings; PV = Present Value of oil and gas and other businesses

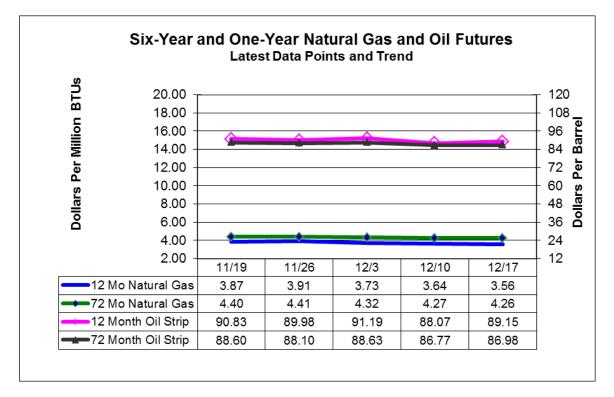


			Table	e 4					
	McD	ep La	rge Ca	p Energ	y Stocl	ks			
Total Return and Enterprise Value Momentum									
				Equity					
			Price	Total					
			(\$/sh)	Return	1	Enterpri	se Value/	,	
	Symbol		17-Dec	YTD	52Wk	52Wk	50 Day	200 Day	McDep
		Rating	2012	(%)	High	Low	Avg.	Avg.	Ratio
Global Integrated									
Lukoil Oil Company	LUKOY	В	65.14	27	0.98	1.29	1.05	1.10	0.44
Total S.A.	TOT	В	51.19	6	0.92	1.16	1.02	1.04	0.59
PetroChina Company Ltd (14%)	PTR	В	140.14	17	0.94	1.15	1.03	1.04	0.74
Exxon Mobil Corporation	XOM	В	88.87	7	0.96	1.13	0.99	1.02	0.83
Chevron Corporation	CVX	В	108.68	5	0.93	1.12	1.00	1.01	0.67
Royal Dutch Shell plc	RDS-A	В	68.89	(1)	0.94	1.10	1.01	1.00	0.73
Petrobras	PBR	CB	19.43	(21)	0.70	1.07	0.96	0.93	0.55
Gazprom (50%)	OGZPY	CB	9.06	(11)	0.74	1.04	0.98	0.92	0.40
Median				6	0.93	1.12	1.00	1.02	0.63
U.S. Independent									
EOG Resources, Inc.	EOG	В	120.97	23	0.98	1.36	1.04	1.11	0.86
Marathon Oil Corporation	MRO	В	30.70	7	0.90	1.20	1.01	1.05	0.61
ConocoPhillips	COP	В	58.28	9	0.99	1.09	1.02	1.03	0.71
Occidental Petroleum Corp.	OXY	CB	76.52	(17)	0.74	1.05	0.98	0.91	0.67
Devon Energy Corporation	DVN	CB	52.13	(15)	0.75	1.01	0.95	0.89	0.60
Median				7	0.90	1.09	1.01	1.03	0.67
Canada/Norway/Australia									
Suncor Energy	SU	В	32.66	15	0.90	1.19	0.99	1.03	0.57
Woodside Petroleum Ltd.	WOPEY		36.05	18	0.90	1.17	1.02	1.03	0.83
Statoil ASA (33%)	STO	CB	24.68	0	0.90	1.08	1.00	0.99	0.66
Cenovus Energy Inc.	CVE	CB	33.06	2	0.86	1.11	0.98	0.99	0.74
Imperial Oil Limited (30%)	IMO	CB	42.98	(3)	0.88	1.10	0.97	0.97	0.73
EnCana Corporation	ECA	CB	20.10	13	0.89	1.10	0.95	0.97	0.66
Canadian Oil Sands Limited	COSWF	CB	19.57	(9)	0.81	1.08	0.96	0.95	0.49
Median				2	0.89	1.10	0.98	0.99	0.66



		Index of	Recent Research
Stock 1	Ideas		
Date	<u>Symbol</u>	<u>Subject</u>	<u>Theme</u>
11-Dec	CVE	Cenovus	Canada Approves CNOOC and Petronas Deals (Meter Reader)
7-Dec	PBT	Permian Basin Royalty Trust	New Volume from Horizontal Fracking (ISCW)
30-Nov	SJT	San Juan Basin Royalty Trust	Unlocking the Mancos Shale (Income and Small Cap Weekly)
27-Nov	XOM	Exxon Mobil	Making Money One Way or Another (Meter Reader)
20-Nov	MRO	Marathon Oil	Raise NPV to \$60 from \$54 on Volume (Meter Reader)
16-Nov	ERF	Enerplus Corporation	Bakken Sleeper (Income and Small Cap Weekly)
15-Nov	BIREF	Birchcliff Energy	Record Production, Raise Guidance
13-Nov	EOG	EOG Resources	Raise NPV to \$145 from \$130 on Eagle Ford Monster Wells (MR)
9-Nov	HK	Halcón Resources	Growing at Hawk Speed (Income and Small Cap Weekly)
5-Nov	HGT	Hugoton Royalty Trust	Interim Legal Ruling in Favor of Trust
5-Nov	ECA	Encana Corporation	Stock Trending with Natural Gas Price (Meter Reader)
2-Nov	RRC	Range Resources	Natural Gas Comeback Amplifies Volume Growth (ISCW)
30-Oct	COSWF	Canadian Oil Sands Limited	Discounted Pure Play on North American Oil with Income (MR)
23-Oct	PBR	Petrobras	Stock Price Recovering (Meter Reader)
19-Oct	DMLP	Dorchester Minerals, L.P.	Top Line Core (Income and Small Cap Weekly)
16-Oct	RDS	Royal Dutch Shell	Clean Energy for Global Growth (Meter Reader)
12-Oct	CLR	Continental Resources	New Buy on Bakken Growth (ISCW)
9-Oct	IMO	Imperial Oil	Kearl, Downstream and Syncrude (Meter Reader)
2-Oct	CVX	Chevron	Top Performer Shows Further Promise (Meter Reader)
25-Sep	COP	ConocoPhillips	Thriving Shale Oil, Potential Shale Gas (Meter Reader)
21-Sep	WLL	Whiting Petroleum	Growing, Secure, Price-Sensitive, Light Oil (Inc and Small Cap Wkly)
18-Sep	DVN	Devon Energy	Barnett Shale to Permian and Beyond (Meter Reader)
7-Sep	PEYUF	Peyto Exploration and Developm	ner Canada Deep Basin Fracker (Income and Small Cap Weekly)
4-Sep	LUKOY	Lukoil	Proven Competitor, Uncommon Value (Meter Reader)
28-Aug	PTR	PetroChina	Pent-Up Profits (Meter Reader)
21-Aug	TOT	Total	Buy \$100 NPV for \$50 Stock Price (Meter Reader)
14-Aug	APC	Anadarko Petroleum	Raise NPV to \$100 as Growth Trumps Legal Issues (Meter Reader)
7-Aug	SU	Suncor Energy	New CEO, New Focus on Shareholder Return (Meter Reader)
3-Aug	XEC	Cimarex Energy	West Texas Wolfcamp Shale Oil (ISCW)
31-Jul	OXY	Occidental Petroleum	California Oil Growth Accelerates (Meter Reader)
24-Jul	CEO	CNOOC Ltd.	60% Premium in \$21 Billion Deal (Meter Reader)
20-Jul	BRY	Berry Petroleum	Momentum Resuming (Income and Small Cap Weekly)
3-Jul	OGZPY	Gazprom	Dividend Double Approved (Meter Reader)
26-Jun	STO	Statoil	Financially Strong Norse Explorers (Meter Reader)
5-Jun	WOPEY	Woodside Petroleum Ltd.	Pluto LNG Delivering (Meter Reader)
	For historical		click on Stock Ideas, click on stock by name.
Meter	Reader		
11-Dec	CVE	Cenovus	Canada Approves CNOOC and Petronas Deals
4-Dec			Bigger Bakken Shale Oil
27-Nov	XOM	Exxon Mobil	Making Money One Way or Another
20-Nov		Marathon Oil	Raise NPV to \$60 from \$54 on Volume
	For earlier edi	itions, go to mcdep.com, click on Me	ter Reader.
[ncome	e and Small Ca	ap Weekly	
4-Dec			Cash Payers: Leveraged and RTF
7-Dec	PBT	Permian Basin Royalty Trust	New Volume from Horizontal Fracking
30-Nov	SJT	San Juan Basin Royalty Trust	Unlocking the Mancos Shale
23-Nov		Royalty Trust Fund	Invest through the RTF Cycle
	For earlier edi	itions, go to mcdep.com, click on Ene	





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