



ANNUAL RESERVES CONFERENCE

SEPTEMBER 25, 2025





## DAN PICKERING

Co-Founder & CIO
Pickering Energy Partners

Dan Pickering is the Founder and Chief Investment Officer of Pickering Energy Partners (PEP), a financial services firm focused on investments and advisory in both traditional oil and gas and the energy transition. At PEP, he oversees public and private equity strategies while leading business development and firm oversight.

He serves as Board Chair of Merge Electric Fleet Solutions and sits on the advisory boards of the Houston CFA Society, Capital Creek Advisors, Assurance, and Dynamo Energy Hub. Dan is also on the Boards of Trustees for Texas Children's Hospital, its Foundation, and the Posse Foundation.

Dan holds a BS in Petroleum Engineering and an MBA from the University of Chicago. He has 30 years of experience in energy portfolio management and research at Fidelity, Simmons & Company, and Tudor, Pickering, Holt & Co.



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#### **Energy Landscape**

# The Next Five Years Will Bring Change

Ryder Scott
Reserves Conference



September 25, 2025

**Dan Pickering** 



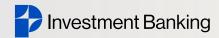


#### **Pickering Energy Partners**

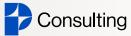
# Providing unrivaled energy insights, investments and advice.



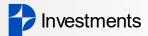
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- · Company-focused Reports
- Industry Deep Dives



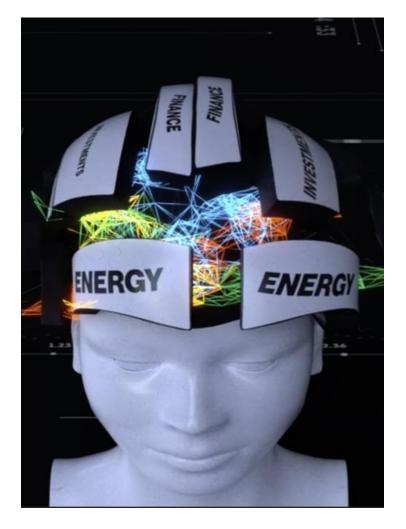
- Mergers & Acquisitions
- Equity Capital Markets
- Corporate Advisory
- Energy Transition & Traditional Energy Banking



- · Strategic Consulting
- Transaction Support
- ESG



- Public Equity Investments
- Private Equity Investments
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## **Winter Is Coming**



**Conventional Oilpatch** 

## **Spring Is Here**



Gas and Power



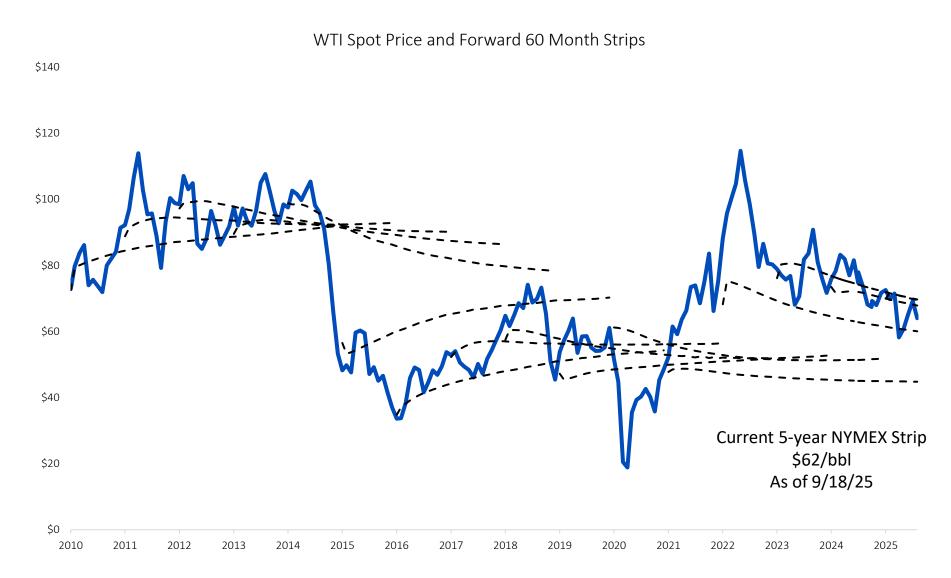
#### **Where Is Energy Industry Headed?**

- Power Takes The Spotlight
- ESG Takes The Back Seat
- Continued Need For Hydrocarbons
- US Shale Maturity
- Revived Interest In:
  - Conventional
  - International Exploration
  - Exploration
- More Consolidation/Efficiency
- A Cyclical Downturn Unfolding



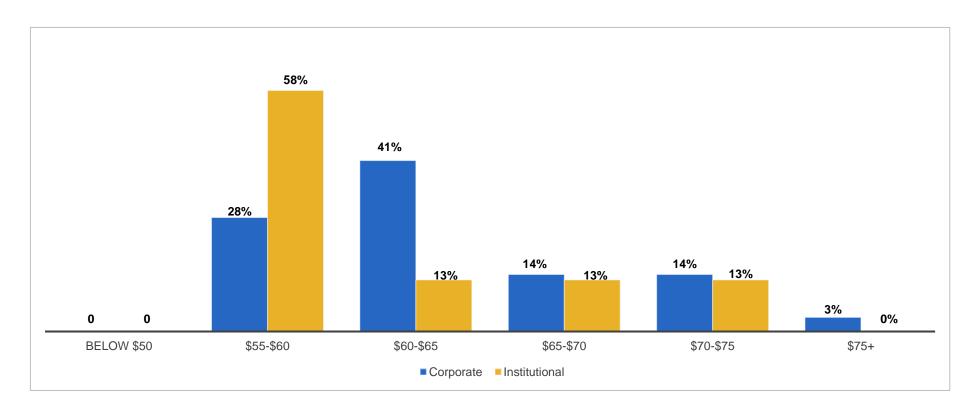


## **Predicting Oil Price Is Hard**





#### 2026 Average WTI Oil Price Expectations



- Bearish Outlook Confirmed (70% Below \$65)
- Investors More Bearish Than Corporates
- 75% Think Oil Trades \$55 Or Lower In 2026 (data not shown)



#### Oil Surprisingly Resilient...Why Not Worse Faster?

- Decent Summer Demand
- Inventory Builds Outside OECD
- Suspicion OPEC+ Can't Deliver
- Imbalance Not That Bad Until Q4 2025
- Russia Supply/Sanctions Risk
- Anticipation Of Future Demand Needs
- Animal Spirits...Change In Mindset





#### **Current Price NOT Solving Oversupply**

2026E Oil Production

Average WTI Price YTD 2025

Revisions from Q2 2025 Earnings Releases August 2025<sup>1</sup> +2.6 kbbls/day

~\$66.90/bbl

2026 vs. 2025 Production Growth +2.2% y/y













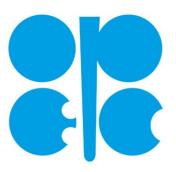


(and others)

## OPEC+ Actions

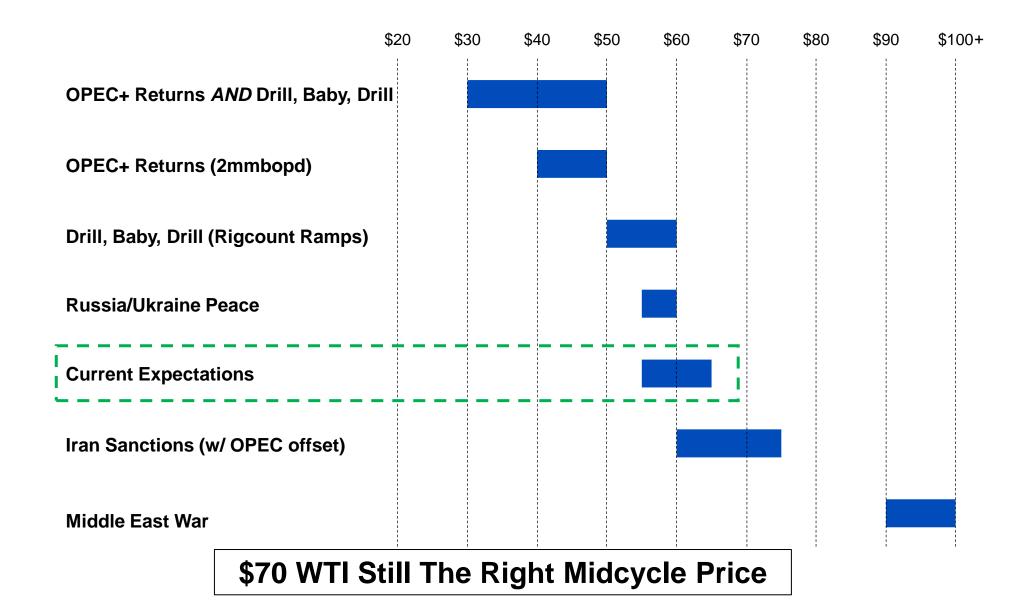
March – August 2025 +2.2mmbopd

September 2025 +137kbopd



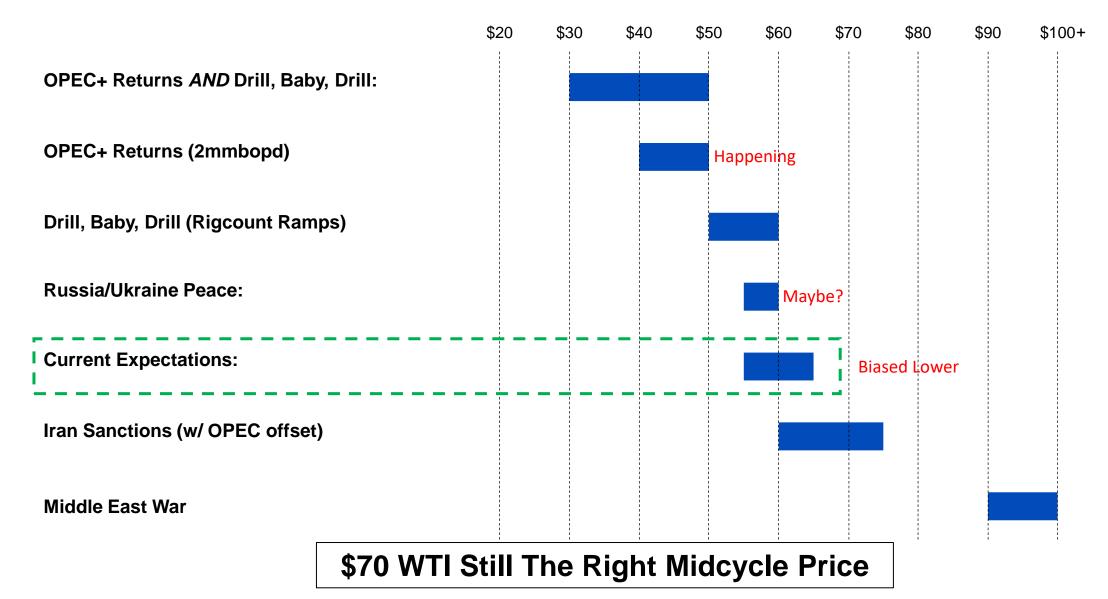


#### Oil Price Scenario Analysis (May 2025)





#### Oil Price Scenario Analysis (September 2025)







## **Playbook Changing?**

#### The Dreaded "This Time Is Different" Assessment

#### **Normal Playbook**

(When Inventories Build)

- Oil Under Pressure
- Pessimism Grows
- Industry Retrenches
- Energy Stocks Soft
- Opportunities Emerge

#### We Should Know Soon!





WTI Price
Dec 25 – Feb 26

\$65+ Something's Changed

\$60 Keep Watching

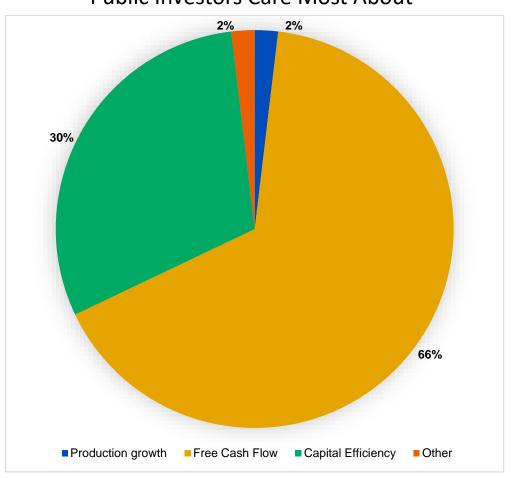
\$55 or Worse Normal Playbook

13



#### Free Cash Is King

Public Investors Care Most About

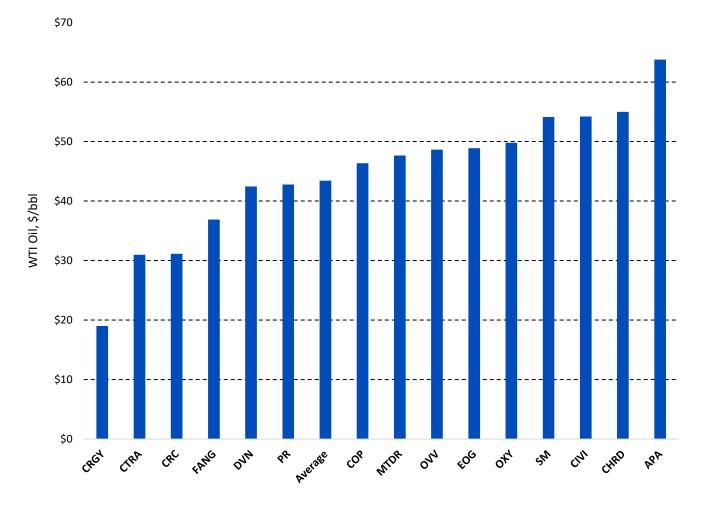


- Strong Agreement On This Topic
- Mantra At High And Low Commodity Prices
- More Important Than
  - Production Growth
  - Capital Spending



## **US Industry Is Resilient**

#### 2026 WTI Oil Price Required To Cover Base Dividend<sup>1</sup>

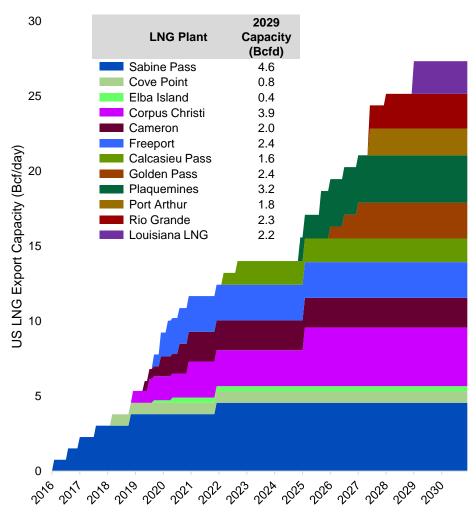


- \$50 Generally Okay
- Likely Capital Spending Will Be Cut Before Dividends Reduced



## **Gas On An Upswing**

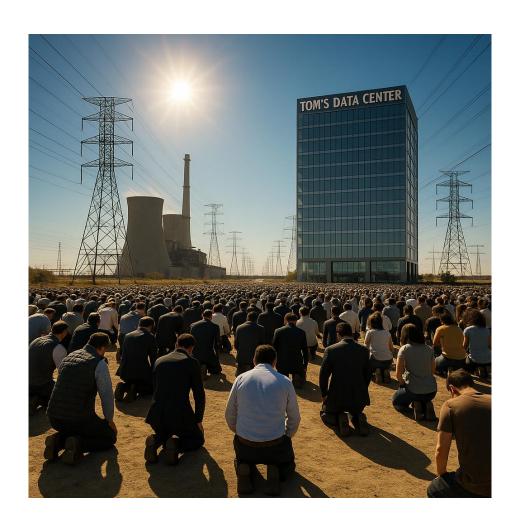
#### **US LNG Export Capacity**



- 2026 Is Finally The Year
- LNG Is The Linchpin
  - 8 bcf/day Growth Now-2028
- Oil Price | = Associated Gas |
- Al Growth 2027+
- Realization Gas Is Necessary
- Regional/Basis Issues Abound
- Conviction Test In 2025 Pesky Supply



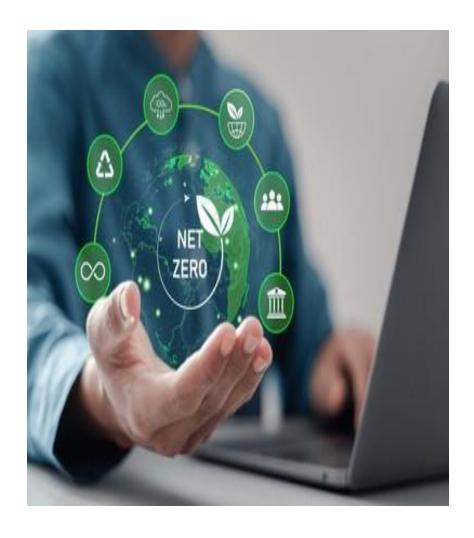
#### Power – You're Loving Me Now!



- Demand Acceleration
- Epicenter Is Data Centers
- Massive Projects
- Speed Desired; Complexity Hinders
- Bottlenecks Everywhere
  - Grid Access
  - Fuel Types
  - Supply Chains
- Green Camouflage
- A Slow-Moving Boom



## **Decarbonization Thoughts**

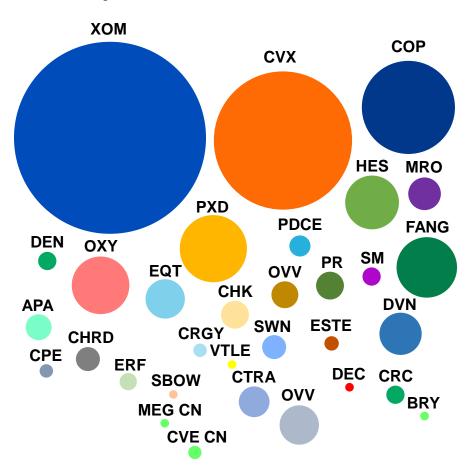


- Still Global Secular Growth...
- ...But Stalled Momentum
  - Subsidy Uncertainty/Elimination
  - Rising Costs
  - Less Investor Pressure
- Nobody Wants To Go Backwards
- Very Project-Specific
- Offtake Is King
- 2025 A Lost Year
- 2026 Outlook Murky



## Consolidation...It's Gonna Keep Happening

#### **Upstream Deals Since 2023**

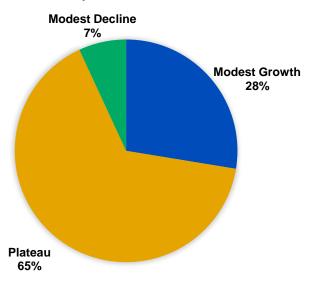


- If Investors Won't Buy, Companies Will
- Four Ongoing Drivers
  - Inventory Still Coveted
  - Size Still Desirable
  - Scale Ever More Necessary
  - Value Still Looks Good
- Cost Savings Are Real
- Stock For Stock Most Palatable

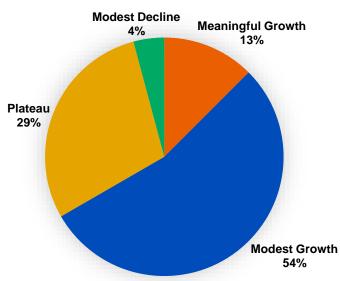


## **US Shale Is Maturing**

**Corporate Execs** 



#### **Institutional Investors**



Investors Probably Too Optimistic

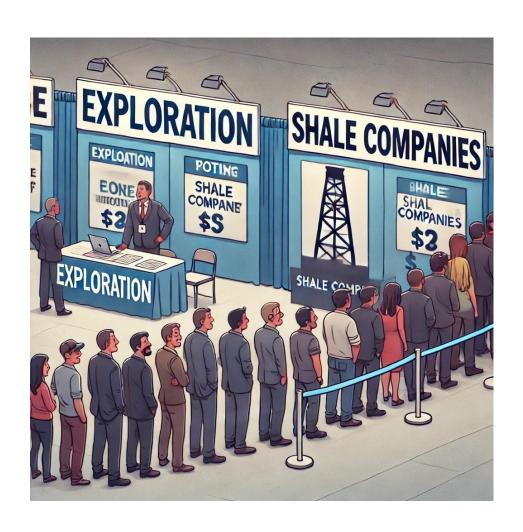
Corporate Actions Consistent With Words

- Consolidation Of PE/Inventory
- Rising Price Of Quality Inventory
- "I May Never Sell Another Permian Acre Again"
- "Every Operated Asset We've Sold, We Regretted"





## What Is Old Is New Again... Eventually



- Shale Maturity Will Force Change
- Atrophy Of "Traditional" Skillsets
- Exploration Not Well Understood Or Valued
- Long Cycle Projects Not In Vogue
- Violent Transition Likely
- Commodity Price Must Support
- Won't Happen Overnight



#### Next Upcycle Will Have Cyclical AND Structural Drivers

#### STRUCTURAL

- Maturing US Shale
- Minimal OPEC+ Spare Capacity
- Underinvestment In Exploration
- Demand Growth

#### **CYCLICAL**

- Demand Reaction Function
- Shale Slow Down/Lower Base
- Decline Curve Impacts



Worse Before Better...
...But Better Will Be A Lot Better



#### **Conclusions**

- Oil Tipping Point Approaching
- Probably Worse Before Better
- Power Is The New Shale
- Gas Delivers Glory
- Fewer, Stronger Companies
- Energy Is More Than Shale

Pickering Energy Partners
Is Here To Help







# Q&A





Metric	2024	September 22, 2025	2025 YTD
Dow Jones	15.0%	46,382	10.4%
S&P 500	25.0%	6,694	14.9%
Front Month WTI	0.1%	62.64	-12.7%
Front Month Henry Hub	44.5%	2.81	-22.8%
S&P 1500 Energy (S15ENRS)	6.0%	667	4.1%
OFS Sector SPDR (OIH)	-10.5%	255	-6.1%
E&P Sector ETF (XOP)	-1.0%	130	0.2%
iShares Global Clean Energy (ICLN)	-25.7%	15	36.4%





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