Energy Lending Presentation
To IPAA Private Capital Conference

January 21, 2013

Agenda

I. Overview of IBERIABANK &IBERIA Capital Partners

II. Reserve - Based Lending Overview

III. Borrowing Base Loan Structure

IV. Reserve – Based Loan Documentation

V. Bank Price Survey

VI. Engineering Evaluation Cases

VII. Reserve – Based Loan Diagrams

VIII. Factors Impacting Borrowing Base Loan Amount

About IBERIABANK

Corporate *facts:*

Headquarters:	Lafayette, LA
Founded:	1887
NASDAQ Traded:	IBKC
Total Assets:	$12.5 Billion
Market Cap:	$1.4 Billion
Deposits:	$9.9 Billion
Loans:	$8.2 Billion
Offices:	278* *(Bank Branches 184)*
States:	12
Employees:	2,762
Clients:	192,000

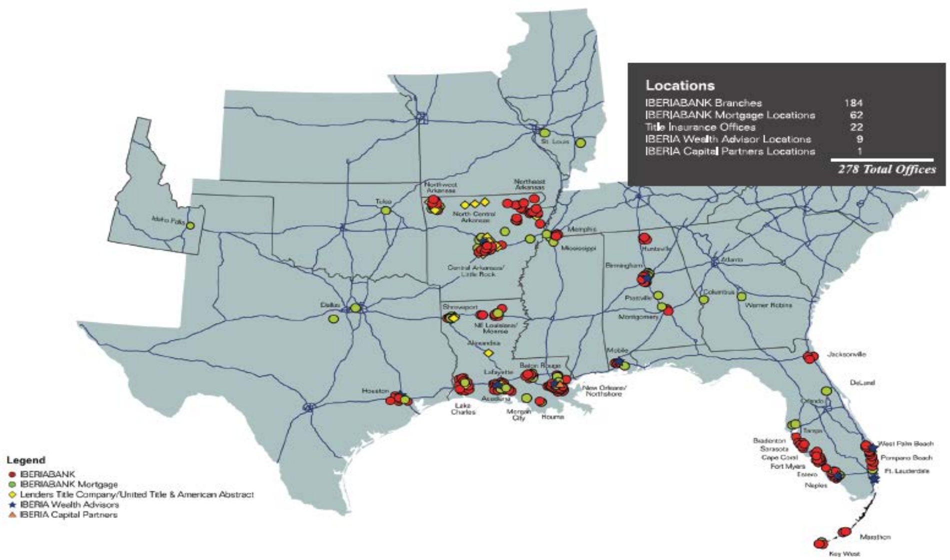
As of 9/30/12
**Offices as of 10/12/12*

	2001 Year-end	9/30/12	CAGR %
Total Assets	$1.4 billion	$12.5 billion	+22.40%
Total Loans	$961 million	$8.2 billion	+22.12%
Total Deposits	$1.2 billion	$9.9 billion	+21.36%
Market Cap	$162 million	$1.4 billion	+21.83%

	2001 Year-end	9/30/12
Acquisitions Completed	-	16
Locations	42	278
States Served	1	12
# of Associates	443	2,762

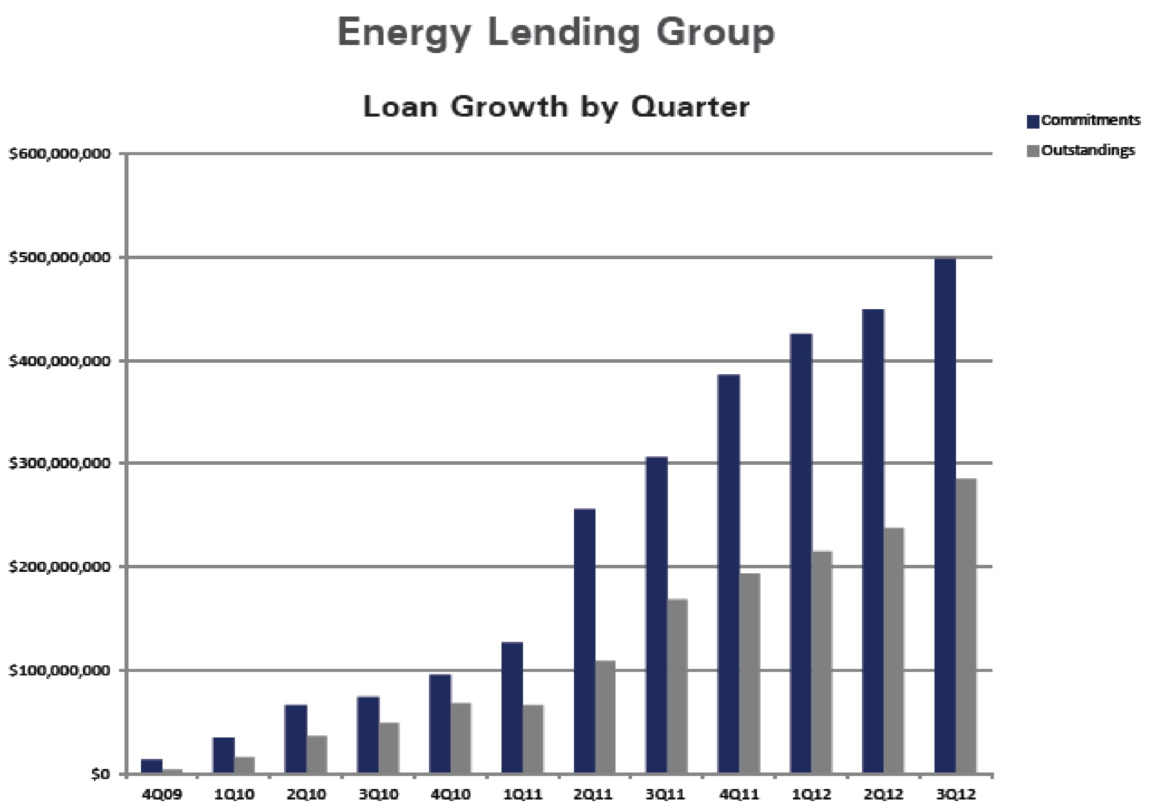
CAGR – Compound Annualized Growth Rate

IBERIABANK's Footprint



About IBERIABANK's Energy Team

- Typical loan size is $5 - $25 million; underwriting commitments up to $100 million for agented transactions
- Small private independent oil and gas companies who typically operate the majority of their properties and are headquartered within IBERIABANK's footprint.
- Companies that are supported by top energy-focused private equity sponsors and particularly those who have management teams that are open to an IPO as an exit option.
- Participations in syndicated credit facilities for small-cap and mid-cap publicly traded companies, particularly those where IBERIA Capital Partners provides equity research coverage.



About IBERIA Capital Partners

- IBERIA Capital Partners is an energy-focused capital markets brokerage business providing institutional sales, research, trading, and investment banking services. Our clients are institutional buy-side portfolio managers and energy firms seeking financial advice. IBERIA Capital Partners is regulated by the Financial Industry Regulatory Authority (FINRA), and a member of the Securities Investor Protection Corporation (SIPC).
- Energy sector research is the core of IBERIA Capital Partners business. The research team approaches sector analysis with an eye beyond the prototypical Wall Street reports and recommendations. IBERIA provides research in the Exploration and Production, Oilfield Services, and Coal and Shipping sectors. In formulating investment opinions, the team of analysts and IBERIA will typically utilize the following course of action:
  - Perform independent due diligence on subject companies
  - Interview management teams and, where appropriate, that of other industry participants
  - Construct financial models with forecasts used to derive target valuations
  - Write detailed reports with investment opinions, which are distributed to our institutional client base
- IBERIA Capital Partners' sales and trading professionals have years of experience trading energy equities. Located in the Gulf Coast region, IBERIA Capital Partners is in the middle of one of the most vibrant areas of global energy production.
- IBERIA Capital Partners seasoned investment banking team uses its talents, sound judgment, and industry experience to guide clients through investment banking decisions of any size with a keen insight into the art and science of raising capital.

IBERIA Capital Partners(Cont.)

Recent IBERIA Capital Partners Investment Banking Transactions:

$55,200,000
GASTAR
Common Stock
Co-Manager
December 2010

$241,500,000
HOS
Common Stock
Co-Manager
November 2011

$600,000,000
W&T OFFSHORE
Senior Notes
Co-Manager
June 2011

$300,000,000
STONE ENERGY
Convertible Notes
Co-Manager
February 2012

$102,000,000
HERCULES Offshore
Common Stock
Co-Manager
March 2012

$300,000,000
COMSTOCK RESOURCES
Senior Notes
Co-Manager
May 2012

$300,000,000
BASIC ENERGY SERVICES
Senior Notes
Co-Manager
October 2012

$250,000,000
GULFPORT ENERGY CORPORATION
Senior Notes
Co-Manager
October 2012

$300,000,000
EPL OIL & GAS, INC.
Senior Notes
Co-Manager
October 2012

$300,000,000
W&T OFFSHORE
Senior Notes
Co-Manager
October 2012

$300,000,000
STONE ENERGY
Senior Notes
Co-Manager
October 2012

IBERIA Capital Partners (Cont.)

IBERIA Capital Partners Equity Research Coverage:

Coal & Shipping

Alpha Natural Resources, Inc.
Arch Coal, Inc.
CONSOL Energy Inc.
Cloud Peak Energy Inc.
Diana Shipping Inc.
Frontline Ltd.
James River Coal Company
Kirby Corp.
Knightsbridge Tankers Ltd.
Nordic American Tankers Ltd.
Overseas Shipholding Group, Inc.
Peabody Energy Corp.
Safe Bulkers, Inc.
Teck Resources Ltd.
Tsakos Energy Navigation
Walter Energy, Inc.

Exploration & Production

BPZ Resources, Inc.
Cabot Oil & Gas Corp.
Cimarex Energy
Comstock Resources, Inc.
Concho Resources, Inc.
Continental Resources, Inc.
Crimson Exploration, Inc.
EPL Oil & Gas, Inc.
Energy XXI
Gastar Exploration Ltd.
Goodrich Petroleum Corp.
Kodiak Oil & Gas Corp.
Noble Energy, Inc.
Northern Oil & Gas, Inc.
Oasis Petroleum, Inc.
PetroQuest Energy, Inc.
Rosetta Resources, Inc.
SM Energy Company
Stone Energy Corp.
W&T Offshore, Inc
Whiting Petroleum Corp.

Oilfield Services

Basic Energy Services, Inc.
CARBO Ceramics Inc.
Cal Dive International, Inc.
Cameron International Corp.
Diamond Offshore Drilling, Inc.
Ensco plc
FMC Technologies, Inc.
Gulfmark Offshore, Inc.
Helix Energy Solutions Group, Inc.
Hercules Offshore, Inc.
Hornbeck Offshore Services, Inc.
Key Energy Services, Inc.
National Oilwell Varco, Inc.
Noble Corp.
Oceaneering International, Inc.
RPC, Inc.
Rowan Companies, Inc.
Superior Energy Services, Inc.
Tidewater Inc.
Transocean Ltd.
Weatherford International Ltd.

Reserve - Based Lending Overview

- Reserve – based loans are based on lower-risk proved reserves with the majority of the value based on proved developed producing reserves.
- Reserve – based loans amount is calculated based on collateral values based on a bank's "price deck" which typically includes a discount to the futures strip.
- Bank engineer will review the company's independent third party reserve report to review estimates of operating costs, expected ultimate recovery of reserves, production rates, capital expenditures needed to convert reserves into the PDP category and make technical adjustments based on their professional judgment.
- Bank engineer will provide engineering runs based on the bank's price deck that conform with the bank's energy lending policy with respect to risking, concentration and reserve splits.
- Energy lending policies require reserve values to be "haircut" for risking (to reflect exploration risk, mechanical/operating risk and timing issues); concentration (to avoid too much value being derived from any single well or field); and reserve splits (to make sure loan value is based primarily on properties with PDP reserves with current production/cash flow with lower limits for higher-risk PDNP/PUD reserves).
- Engineering runs are used to develop financial projections that test for compliance with energy lending policy parameters including base case and sensitivity case advance rates; reserve tail tests (based on economic half-life of the reserves or remaining cash flow after projected loan payout); and annual cash flow coverage tests.
- Cash flow projections must demonstrate the ability to cover projected G&A expenses, scheduled principal and interest payments on other unsecured or subordinated (e.g. 2nd lien) debt, and debt service assuming a full draw of the borrowing base with an adequate reserve tail as cushion.

Borrowing Base Loan Structure

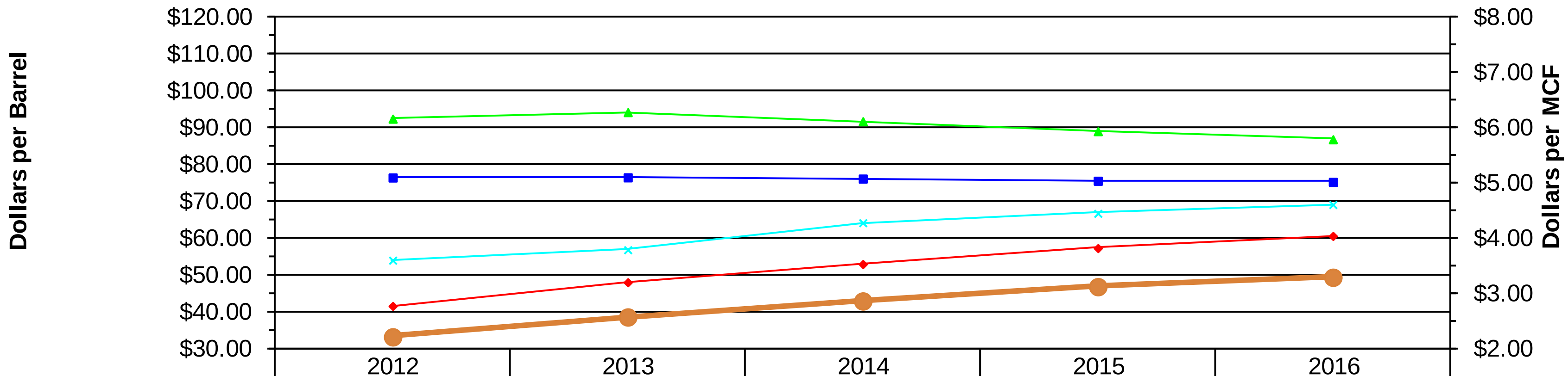
- Risk associated with the volatility in commodity prices/market values for oil & gas collateral is mitigated by the flexibility in a reserve-based loan with borrowing base provisions.
- Semi-annual borrowing base redeterminations with at least one based on an independent third party petroleum engineering consultant; the second one can be an internally-prepared update incorporating changes since the last independent third party report.
- Both Lender and Borrower typically will have one "wildcard" option to call for an interim borrowing base redetermination at their discretion.
- Documentation includes a "built in" remedy to address any borrowing base deficiency (defined as the amount by which loan utilization exceed any reduction in the borrowing base amount); Borrower typically has 30 days to make their first payment (typically 1/3rd to 1/6th of the deficiency amount) with additional monthly payments over the following two to five months.
- Loans are almost always structured as a revolver or a reducing revolver where commitments reduce by a fixed amount each month to account for depletion.
- Ability to reset the borrowing base (and monthly commitment reduction amount) provides the Lenders the flexibility to continually positively or negatively adjust loan parameters to maintain adequate loan-to-value and cash flow coverage ratios to take into account a borrower's activity (i.e. acquisition, increase/decrease in production, etc.)
- On smaller deals, 100% Lender approval is needed to increase, affirm, or decrease the borrowing base. On larger deals, 100% Lender approval is needed to approve or increase the borrowing base with a lower threshold to affirm or reduce the borrowing base.
- Typically include a liquidity test that requires "Day 1" liquidity at closing to be 10% of the borrowing base amount.

Reserve - Based Loan Documentation

- Documentation typically includes standard provisions such as financial covenants (leverage/liquidity); restrictions or prohibitions on additional indebtedness and distributions; and a borrowing base deficiency provision.
- The borrowing base deficiency can be cured by the borrower adding additional oil and gas properties to the collateral base or the bank can establish monthly commitment reductions to reduce debt to a level that will bring the loan back into compliance with energy lending policy or covenant compliance.
- Borrowing base credit facilities allow debt levels/amortization to be either increased or decreased to levels that maintain loan-to-value and cash flow coverage ratios that take into consideration changes in cash flow caused by acquisition/divestitures, changes in commodity prices, drilling activity since the last redetermination and production performance that impact decline curves or expected ultimate recoveries of reserves.
- Bank legal counsel will review/evaluate the Borrower’s title to its oil & gas properties to make sure it matches the net revenue interest reflected in the one-line engineering report and prepares mortgages/ 1st lien deed of trust; typically a bank requires at least 80% of the initial collateral value to be covered by a perfected security interest and to have clear/acceptable title.

Bank Price Survey

4th Q 2012 Macquarie Tristone Price Survey: Mean of 40 Participating Banks



	2012	2013	2014	2015	2016
Oil (Base)	$76.50	$76.54	$76.20	$75.61	$75.30
Oil (NYMEX)	$92.50	$94.28	$91.80	$89.09	$86.89
Gas (Base)	$2.77	$3.20	$3.53	$3.82	$4.04
Gas (NYMEX)	$3.60	$3.79	$4.28	$4.45	$4.61
Oil (Sen)	$60.54	$60.94	$61.05	$60.75	$60.78
Gas (Sen)	$2.21	$2.57	$2.86	$3.12	$3.29

- Banks generally reset their oil and gas price forecast every quarter.
- Base case price forecast are generally below the NYMEX futures pricing (70% - 95%).
- Banks generally always have a sensitivity case which is 80% of the base case price

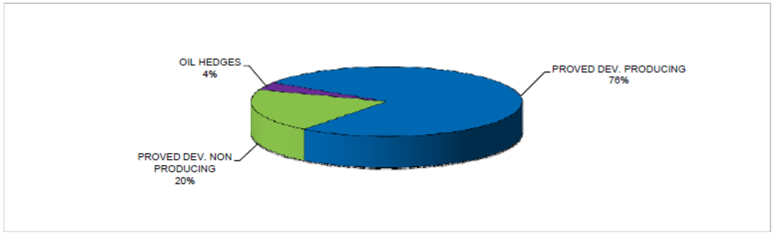
Engineering Evaluation Cases

Iberia Bank

April 2011 Base Pricing
Reserves Risk Adjusted

Effective Date: June 1, 2011

FNR Disc. @ 9.0%	M$
OIL HEDGES	2,909.23
PROVED DEV. PRODUCING	61,469.04
PROVED DEV. NON PRODUCING	16,268.89
TOTAL PROVED	80,647.16

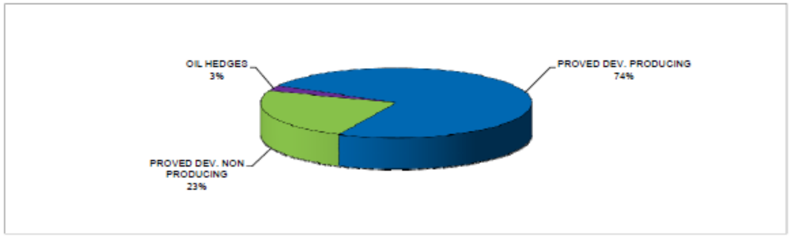


Iberia Bank

April 2011 Base Pricing
Reserves Risk Adjusted - Roll Forward

Effective Date: December 1, 2011

FNR Disc. @ 9.0%	M$
OIL HEDGES	2,061.01
PROVED DEV. PRODUCING	57,024.90
PROVED DEV. NON PRODUCING	18,291.06
TOTAL PROVED	77,376.98

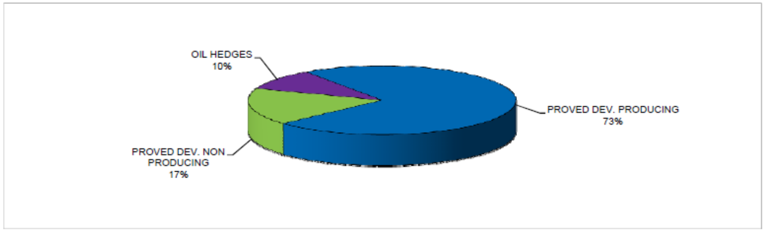


Iberia Bank

April 2011 Sensitivity Pricing
Reserves Risk Adjusted

Effective Date: June 1, 2011

FNR Disc. @ 9.0%	M$
OIL HEDGES	5,841.06
PROVED DEV. PRODUCING	43,339.56
PROVED DEV. NON PRODUCING	10,337.25
TOTAL PROVED	59,517.87

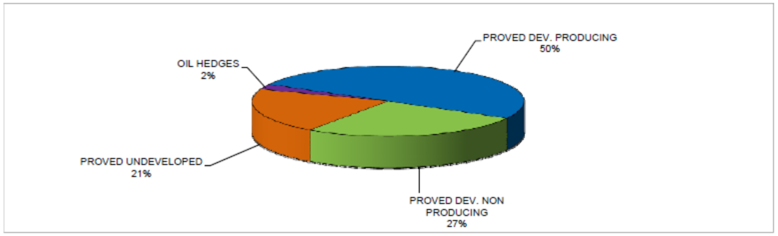


Iberia Bank

April 2011 Base Pricing
Reserves Unrisked

Effective Date: June 1, 2011

FNR Disc. @ 9.0%	M$
OIL HEDGES	2,909.23
PROVED DEV. PRODUCING	62,609.57
PROVED DEV. NON PRODUCING	33,173.34
PROVED UNDEVELOPED	25,990.55
TOTAL PROVED	124,682.69



Engineering Evaluation

Iberia Bank

April 2011 Base Pricing
Reserves Risk Adjusted

Total Proved Case

TOTAL PROVED

Effective Date: **June 1, 2011**

LOE

FNR

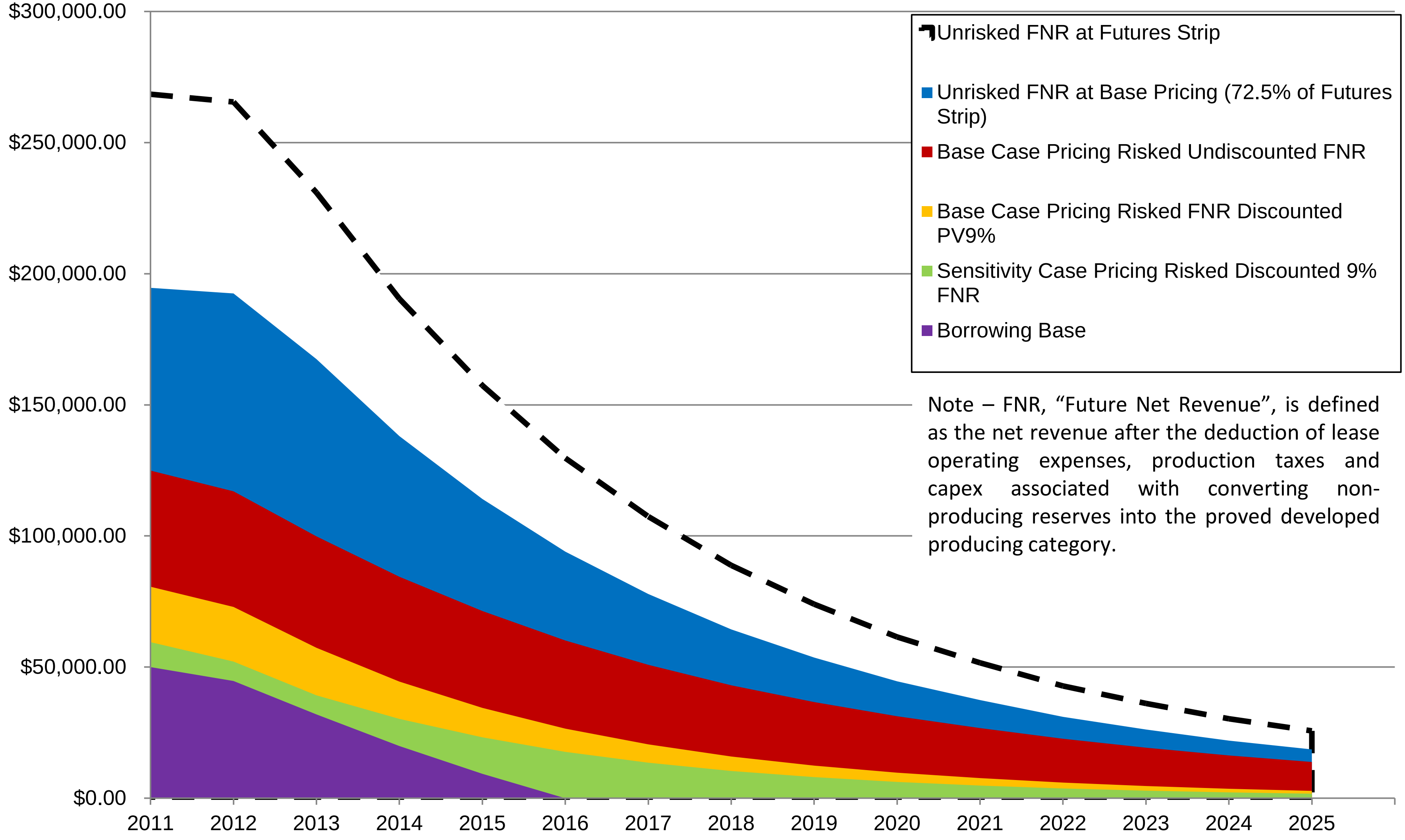
Date	Wells	Gross (8/8ths) Production				Net Production (Sales)				Product Prices			
		Oil/Cond. Mbbls	Gas MMcf	Other M(unit)	NGL Mbbls	Oil/Cond. Mbbls	Gas MMcf	Other M(unit)	NGL Mbbls	Oil/Cond. $/bbl	Gas $/Mcf	Other $/U	NGL $/bbl
Dec-11	82.6	207.7	670.5	84.0	9.4	155.0	355.9	84.0	9.3	73.30	4.16	13.27	29.60
Dec-12	89.6	393.3	1,289.2	132.0	24.5	307.0	788.9	132.0	24.3	73.85	4.22	15.15	29.60
Dec-13	88.5	360.9	1,108.1	0.0	22.0	285.6	684.8	0.0	21.7	73.99	4.39	0.00	29.60
Dec-14	83.6	312.6	953.3	0.0	19.3	246.9	593.5	0.0	19.0	73.97	4.58	0.00	29.60
Dec-15	79.1	270.3	819.5	0.0	16.5	212.6	507.5	0.0	16.3	73.94	4.81	0.00	29.60
Dec-16	76.5	238.0	675.3	0.0	12.6	186.5	401.4	0.0	12.5	73.91	5.09	0.00	29.60
Dec-17	72.8	208.6	546.4	0.0	9.8	165.0	319.4	0.0	9.7	73.89	5.11	0.00	29.60
Dec-18	65.1	178.7	385.4	0.0	6.9	143.6	232.6	0.0	6.9	73.87	5.14	0.00	29.60
Dec-19	59.6	159.2	316.8	0.0	5.0	127.3	181.4	0.0	5.0	73.85	5.19	0.00	29.60
Dec-20	51.3	136.3	239.3	0.0	4.0	109.0	138.6	0.0	4.0	73.80	4.98	0.00	29.60
Dec-21	47.5	122.6	194.7	0.0	3.4	98.7	118.2	0.0	3.3	73.78	5.01	0.00	29.60
Dec-22	43.8	106.3	158.7	0.0	2.9	86.8	102.2	0.0	2.9	73.71	5.00	0.00	29.60
Dec-23	39.9	93.6	139.1	0.0	2.5	76.8	90.1	0.0	2.5	73.67	5.04	0.00	29.60
Dec-24	37.9	85.0	124.4	0.0	2.2	69.7	79.9	0.0	2.2	73.67	5.08	0.00	29.60
Dec-25	35.6	77.2	106.9	0.0	1.7	63.1	66.1	0.0	1.7	73.69	5.17	0.00	29.60
Sub-Total	63.0	2,950.3	7,727.6	216.0	142.6	2,333.6	4,660.6	216.0	141.3	73.83	4.68	14.42	29.60
Remainder	8.3	411.8	434.5	0.0	12.1	365.9	343.0	0.0	12.1	73.48	4.50	0.00	29.60
Total	27.7	3,362.1	8,162.2	216.0	154.7	2,699.5	5,003.6	216.0	153.4	73.78	4.66	14.42	29.60

Date	Revenues before Expenses					Taxes and Expenses					Net	Future Net Revenue		FNR Disc. @ 9.0%	
	Oil/Cond. M$	Gas M$	Other M$	NGL M$	Total M$	AdValorem M$	Severance M$	Direct M$	Variable M$	Total M$	Capital M$	Annual M$	Cum. M$	Annual M$	Cum. M$
Dec-11	11,360.0	1,480.1	1,114.7	276.1	14,230.9	646.8	867.4	2,439.6	833.9	4,787.7	1,542.5	7,900.7	7,900.7	7,702.4	7,702.4
Dec-12	22,671.1	3,331.8	1,999.8	718.7	28,721.4	1,155.9	1,717.8	4,836.5	1,710.1	9,420.3	2,132.0	17,169.1	25,069.9	15,578.2	23,280.5
Dec-13	21,133.2	3,009.0	0.0	642.2	24,784.5	1,024.7	1,544.2	4,930.3	1,503.4	9,002.6	370.9	15,411.0	40,480.9	12,891.1	36,171.6
Dec-14	18,262.4	2,720.6	0.0	563.7	21,546.7	885.5	1,332.3	4,625.7	1,316.0	8,159.5	333.0	13,054.2	53,535.1	10,018.0	46,189.6
Dec-15	15,716.8	2,439.6	0.0	482.5	18,638.9	774.5	1,138.8	4,301.5	1,146.0	7,360.9	42.0	11,235.9	64,771.0	7,915.6	54,105.2
Dec-16	13,784.8	2,044.0	0.0	369.3	16,198.1	684.7	985.0	4,134.8	948.9	6,753.3	169.8	9,274.9	74,045.9	5,991.8	60,097.0
Dec-17	12,190.1	1,633.2	0.0	287.0	14,110.4	597.3	858.5	4,010.6	789.5	6,255.9	42.9	7,811.6	81,857.5	4,631.4	64,728.5
Dec-18	10,605.3	1,195.6	0.0	203.3	12,004.1	499.7	723.1	3,659.6	603.0	5,485.4	129.9	6,388.8	88,246.4	3,473.4	68,201.9
Dec-19	9,399.6	941.0	0.0	147.7	10,488.3	439.7	634.1	3,376.7	501.8	4,952.3	131.2	5,404.8	93,651.2	2,694.1	70,896.0
Dec-20	8,047.5	690.4	0.0	118.6	8,856.5	364.5	535.4	2,834.4	411.6	4,145.9	199.4	4,511.2	98,162.4	2,063.4	72,959.4
Dec-21	7,282.7	591.9	0.0	99.0	7,973.6	330.7	484.8	2,711.0	373.1	3,899.6	0.0	4,073.9	102,236.3	1,710.9	74,670.3
Dec-22	6,398.5	510.5	0.0	86.1	6,995.0	292.4	425.7	2,495.7	329.9	3,543.7	45.1	3,406.3	105,642.5	1,312.2	75,982.4
Dec-23	5,659.9	453.7	0.0	74.7	6,188.3	265.0	375.5	2,289.5	301.4	3,231.3	0.0	2,957.0	108,599.5	1,045.2	77,027.6
Dec-24	5,134.3	406.0	0.0	64.4	5,604.7	243.3	342.9	2,205.2	279.5	3,071.0	46.0	2,487.7	111,087.2	806.5	77,834.2
Dec-25	4,648.1	341.4	0.0	49.7	5,039.2	221.4	310.6	2,094.5	256.7	2,883.1	0.0	2,156.0	113,243.3	641.5	78,475.6
Sub-Total	172,294.5	21,788.7	3,114.5	4,183.0	201,380.7	8,426.1	12,276.0	50,945.6	11,304.8	82,952.6	5,184.8	113,243.3	113,243.3	78,475.6	78,475.6
Remainder	26,884.7	1,544.1	0.0	358.0	28,786.8	1,141.0	1,689.5	13,065.0	1,217.8	17,113.3	0.0	11,673.5	124,916.7	2,171.5	80,647.2
Total	199,179.2	23,332.7	3,114.5	4,541.0	230,167.4	9,567.1	13,965.5	64,010.6	12,522.7	100,065.9	5,184.8	124,916.7	124,916.7	80,647.2	80,647.2

PV9% value

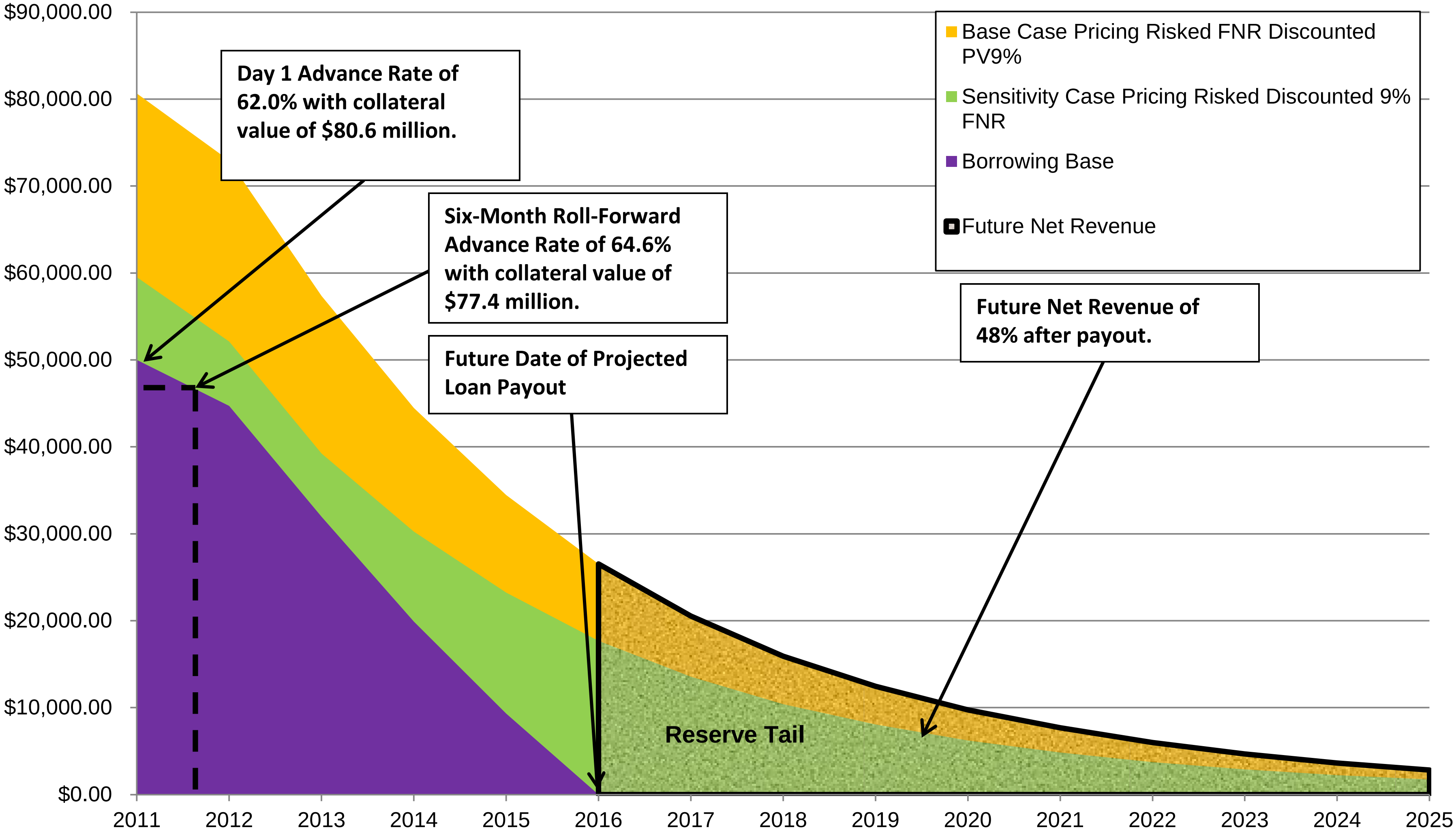
PW, %	FNR @ PW
5.0	95,475.1
10.0	77,674.4
15.0	65,755.0
20.0	57,206.1
25.0	50,769.1
30.0	45,744.0
40.0	38,400.0
60.0	29,519.3

Reserve-Based Loan – Engineering Cases



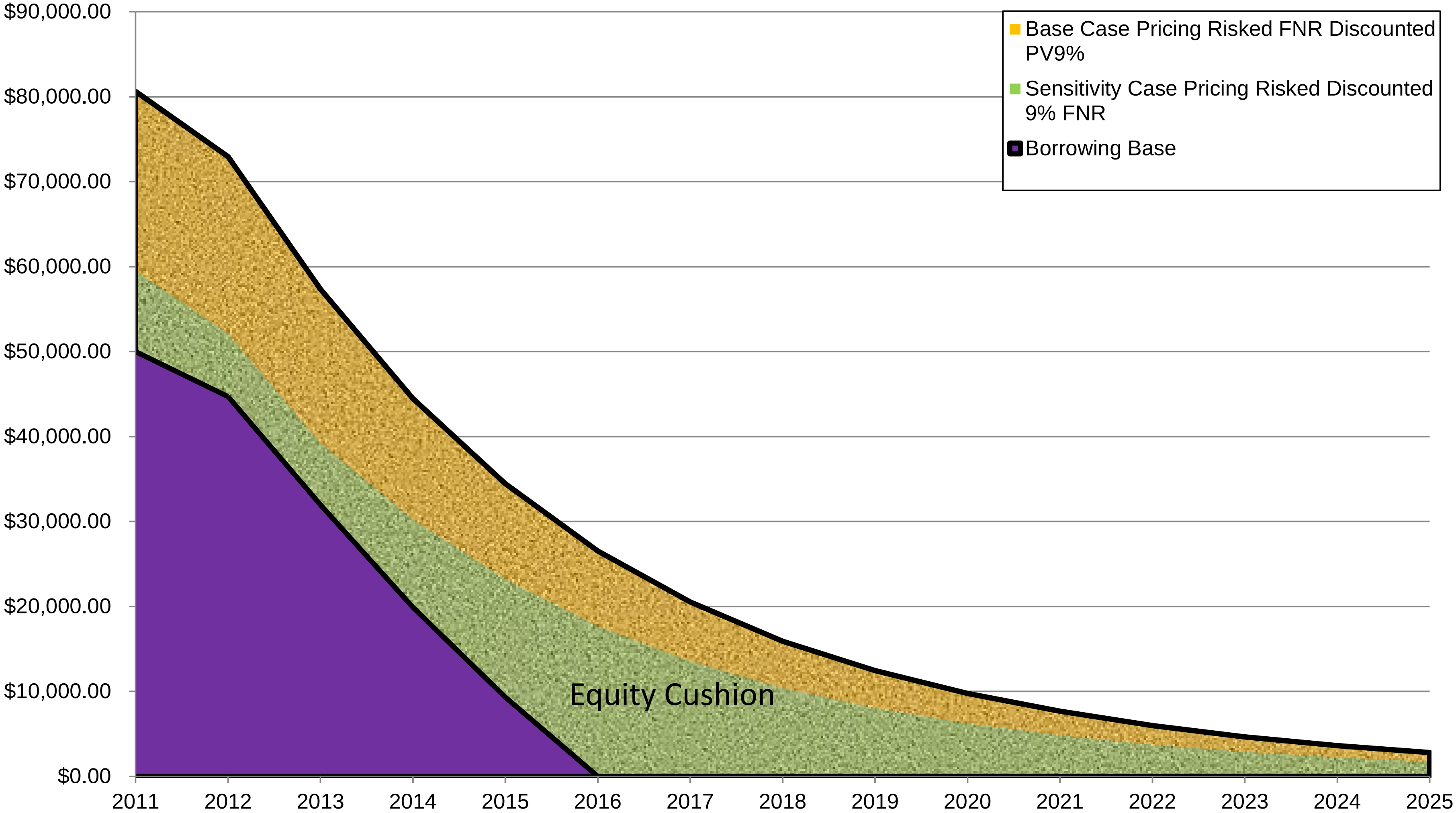
Note – FNR, "Future Net Revenue", is defined as the net revenue after the deduction of lease operating expenses, production taxes and capex associated with converting non-producing reserves into the proved developed producing category.

Reserve-Based Loan – Determining Borrowing Base



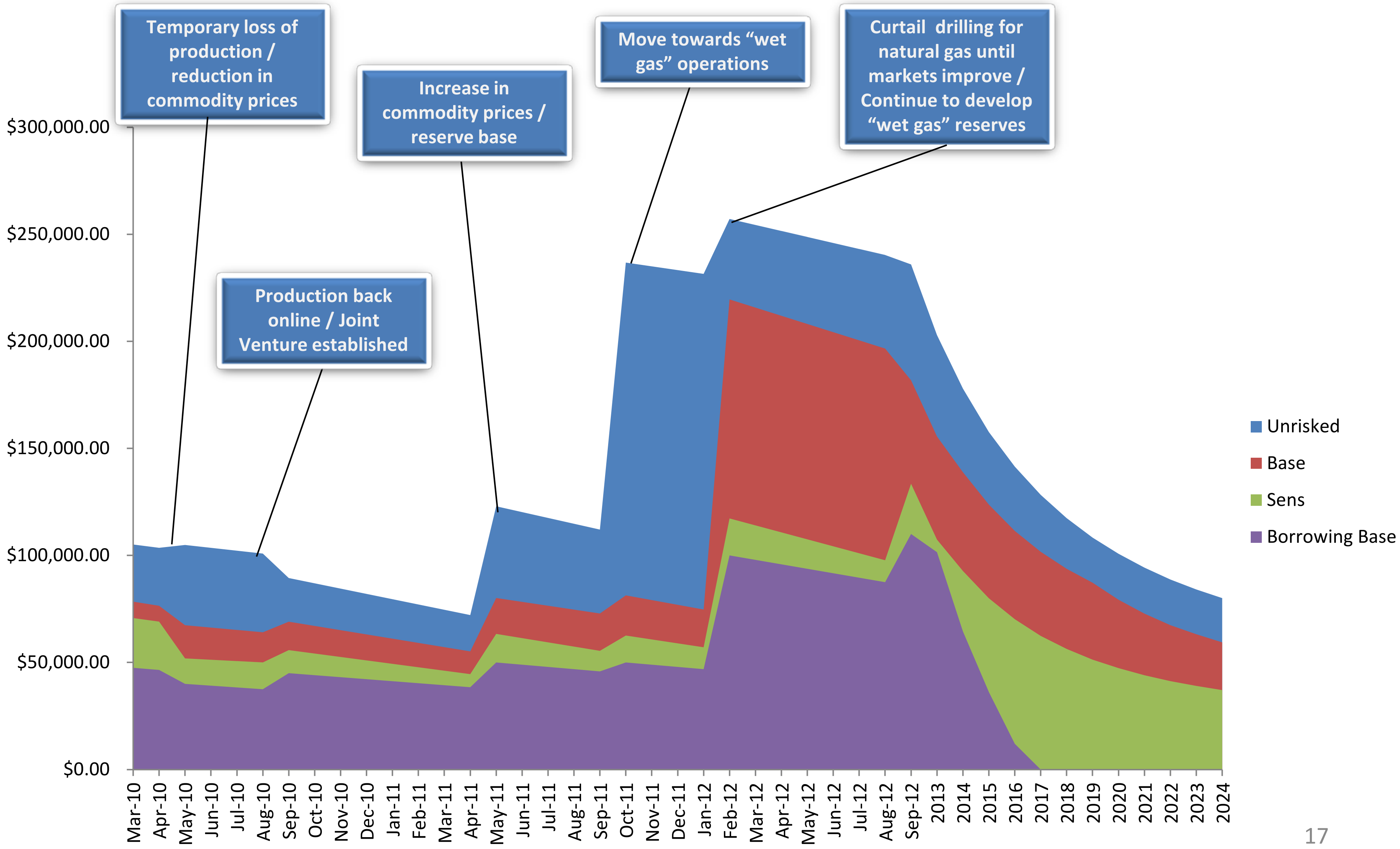
Initial Borrowing Base = Lower of 65% “Day-1” or “6-Month Roll-Forward” Base Case & 100% of the Sensitivity Case.

Reserve-Based Loan – Equity Cushion

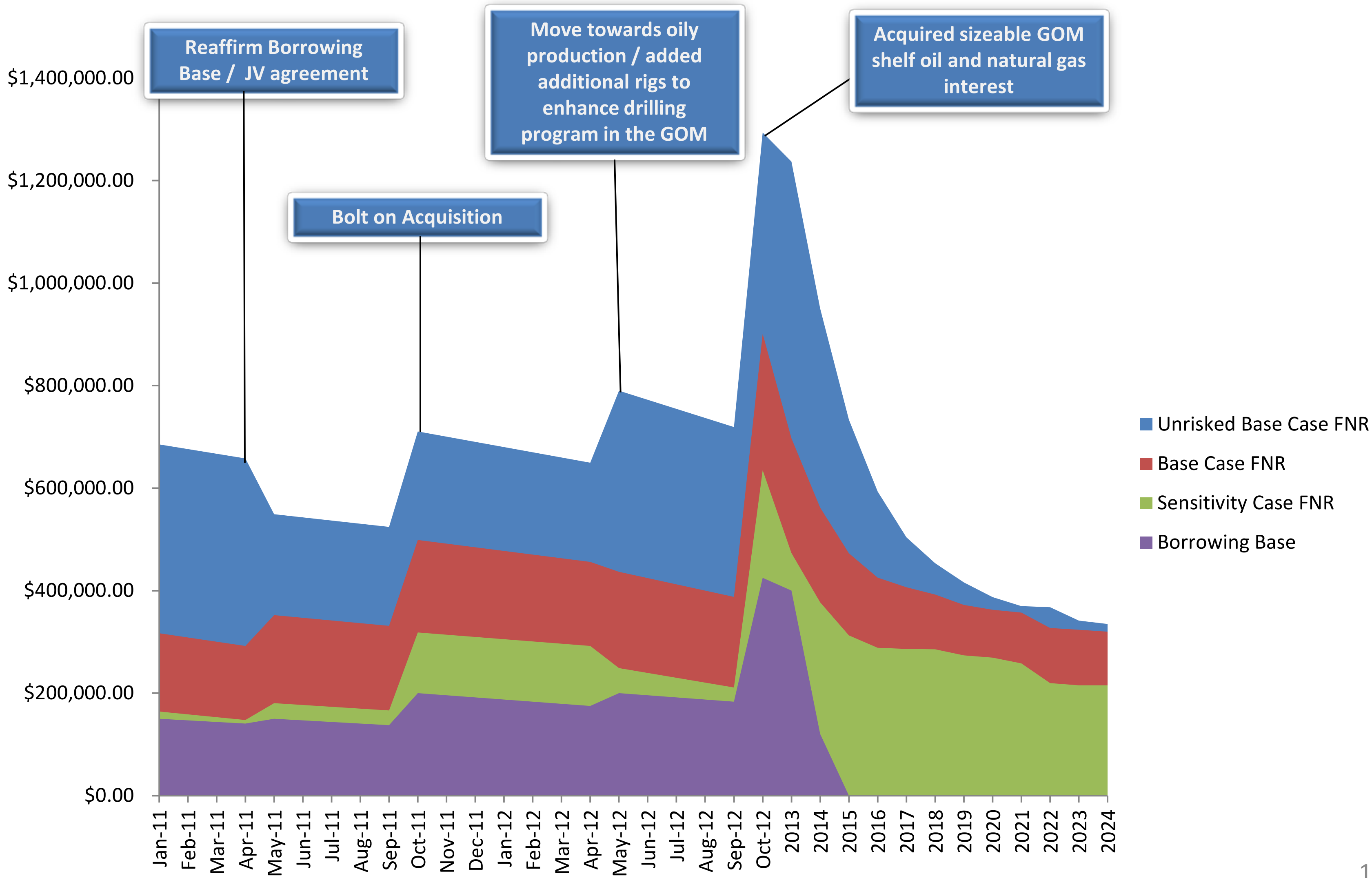


Focus on Advance Rates and Adequate Reserve Tail results in equity cushion and acceptable collateral over the life of the loan.

Example – Customer moving from Natural Gas to Oil/Liquids



Example – Offshore Customer Growing Via Acquisition



Factors Impacting Borrowing Base Loan Amount

Borrowing Base Decrease	Borrowing Base Increase
Lower prices / price deck	Higher prices / price deck
Unwinding existing hedges with strike prices above price deck	Additional hedges at prices above price deck
Reserve divesture (with material PDP component)	Reserve acquisition (with material PDP component)
Producing existing PDP reserves and not replacing them through drilling or acquisitions	Converting PUD or unproven reserves into PDP category through drilling of development or exploratory wells
Increased operating costs, G&A expenses, production taxes, drilling / completion CAPEX	Reducing operating costs, G&A expenses, production taxes, drilling / completion CAPEX
Converting PDP reserves to PDNP category because of weather and/or (hurricane, freezing temperatures) mechanical/operational problems (requiring well maintenance or repair of pipeline/processing facilities)	Converting PDNP reserves to PDP category, recompletion of additional "behind pipe" zones
Negative reserve revisions (performance was less than expected resulting in fewer reserves being recovered	Positive reserve revisions (performance was better than expected resulting in more reserves being recovered)

- Risk associated with the volatility of commodity prices/market values for oil and gas properties is mitigated by the flexibility in a reserved-based loan with standard borrowing base provisions.
- Borrowers can manage risk through commodity hedging, maintaining adequate liquidity, taking prudent exploration risks, not over-leveraging the balance sheet and partnering with a strong bank with experienced energy bankers such as the IBERIABANK ENERGY TEAM!

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Questions?

THE DEBT PICTURE

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