

# IPAA – Private Capital Conference

February 25, 2010 Houston, Texas

#### Overview of Presentation

- Why is Red Arrow Private?
- What is Red Arrow's and Management Team's History?
- Red Arrow's Bakken Project
- Lessons Learned from Using Private Equity

### Why is Red Arrow Private?

- Red Arrow's focus has always been onshore
   US and size of projects best suited for private capital
- Red Arrow's Management Team was groomed in the private market place
- Could we do what we do and be public?
   Maybe. Do we want to? Probably Not.

### What is Red Arrow's History?

- Management cut their teeth on low risk drilling projects – see timeline on next slide
- Started with Family Offices only
- Landed a Bakken Project in late 2005 and knew it would need a lot of equity early
- Large acreage positions in Shale Plays need lots of capital early; unless model is to flip early. Either JV, or sell down. Find Partners who bring more than money to the table.

# Red Arrow and Predecessor Timeline

Pre-Red Arrow Red Arrow

Greenfield Projects
One Family-with JV's

Built Acquire & Exploit Portfolio One Family Office

Upsized Investor
Base with Institutional
Investors on top of Founding
Investors

Vendor Financed Lobo Drilling Packages One Family Office Greenfield Projects
started with
Multi-Family Investors
moved to



1985-1992

1994-2002

2002-2005

2005 - 2007

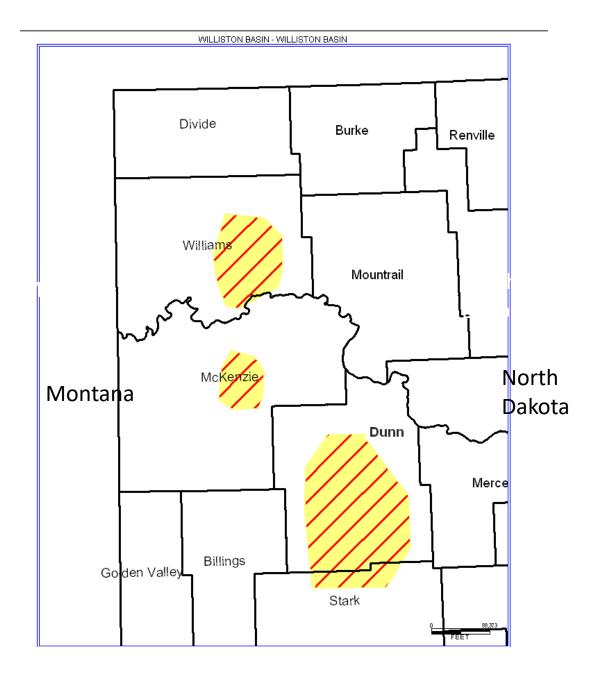
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### Red Arrow's Bakken Project

- Co-owned with Tracker Resource Development II (Private Equity Backed - Denver- Strong Operating Expertise)
- Original lease position in Dunn County, ND see map on next page
- Bought land position in 2006. Grew land position from 2006 until current - Over 100,000 acres net in project
- In 2009, brought in Strategic Financial Partner (Family Office with long-term investment horizon)

#### Red Arrow – Tracker Bakken Project

Acreage in Yellow



# Bakken Project Summary

- Watched other Operators drill and complete in the area for first 12 months – "went to school"
- Used two "Outside Funding Sources" and our own equity to test corners of the block - 2007 and 2008. Drilled about 10 wells.
  - Mezzanine Debt Facility
     (used early and paid off in full)
  - JV on part of the acreage with Vendor Financing
- Began aggressively adding to our acreage position and picked up drilling pace in 2009

### Bakken Project Continued

- Should go to three rigs in May of 2010
- Might go to four or five rigs by 1/1/2011
- Expanded into offset counties
- Bakken and Three Forks is one of the hottest onshore oil plays in the US
- Exit Strategy
  - Originally was thought to be asset sale
  - Now have many options

#### Lessons Learned from Private Funding

- Dangerous to have just one funding source
  - In case of Family Office Life events (death, divorce, life style changes, etc.)
- Private Placement Agents definitely have their place
  - Really accelerated capital raise for Red Arrow in July 2007
- Have eyes wide-open when mixing classes of investors
  - World gets complicated when you mix Family Office Investors with Institutional Investors
  - Board issues
  - Timing of exit issues
  - Desire to use hedging and level thereof
  - Desire to use debt
  - Pure bets versus portfolio theory
- Blind pool raises versus "deal in hand" raises