



PRIVATE CAPITAL CONFERENCE
– A Premier IPAA Event –

January 19, 2023

THE POST OAK
AT UPTOWN HOUSTON

2023 CONFERENCE CHAIR | **BUDDY CLARK**
Partner and Co-Chair, Energy Practice Group, Haynes and Boone, LLP

CAPITAL MARKETS COMMITTEE CHAIR | **DAVID BAGGETT**
Founder and Managing Partner, Opportune LLP

PRIVATE CAPITAL CONFERENCE

For 29 years, IPAA's Private Capital Conference is the annual marketplace where producers go to meet capital providers. Accessing oil and natural gas capital can be a complex process with a landscape that changes year-to-year and 2023 will be no different.

Following a year of extreme price volatility triggered by the war in Ukraine causing European and Global market disruptions, post-Covid demand surge creating inflationary pressures and responding central bank monetary policy that may prove recessionary in 2023, next year will have new challenges over and above the continual push and pull between the price of capital and U.S. producers' ability to access it.

Discovering the structure that works best for each producer and the capital investor best positioned to provide that structure will be the focus of the PCC.

AGENDA

8:25 AM - 8:35 AM
WELCOME & OPENING REMARKS

Buddy Clark - PCC Chair
Partner and Co-Chair, Energy Practice Group
Haynes and Boone, LLP

8:35 AM - 8:50 AM
IPAA UPDATE FROM WASHINGTON D.C.

Dan Naatz
COO and EVP
Independent Petroleum Association of America (IPAA)

8:50 AM - 9:20 AM
ENERGY 2023: SEPARATING THE FOREST FROM THE TREES (SESSION 1)

A broad overview of market forces and their impact on producers' access to industry capital providers: private equity, commercial lenders, non-traditional debt capital, and hedge providers.

SPEAKER
Dan Pickering, Chief Investment Officer
Pickering Energy Partners

9:20 AM - 9:30 AM - BREAK

9:30 AM - 10:45 AM
THE CHANGING LANDSCAPE OF PRIVATE EQUITY CAPITAL PROVIDERS (SESSION 2)

This panel will focus on changes in private equity's current approach to investing with producers.

MODERATOR
Jeff Nichols, Partner and Co-Chair, Energy Practice Group
Haynes and Boone

SPEAKERS
Don Dimitrievich, Portfolio Manager, Energy Infrastructure Capital, Nuveen
Daniel Kohl, Co-Head and Managing Director, Opportune
Henry Makansi, Managing Partner, Kimmeridge

10:45 AM - 10:55 AM - BREAK

10:55 AM - 12:10 PM

THE CHANGING LANDSCAPE OF COMMERCIAL ENERGY LENDERS (SESSION 3)

This panel will focus on current commercial bank approaches to providing debt capital to producers including market changes in the traditional RBL structure as well as term loans and other bank products.

MODERATOR

Trevor Wommack, Finance Department Chair, Latham & Watkins

SPEAKERS

Thomas Kleiderer, Managing Director, Fifth Third Bank

Rob McLean, Managing Director - Leveraged Finance Group, Wells Fargo

Mari Salazar, SVP and Regional Manager of the Houston Energy Financial Services Group, BOK Financial

Rusty Stehr, SVP and Director of Energy Banking, WaFd Bank

12:10 PM - 1:40 PM - LUNCHEON

INTRODUCTION

Shad Sumrow, Partner, Baker Botts

SPEAKER

Jill Lampert, Chief Financial and Administrative Officer
NGP

1:40 PM - 1:50 PM - BREAK

1:50 PM - 3:20 PM - THE CHANGING LANDSCAPE OF NON-TRADITIONAL ENERGY LENDERS (SESSION 4)

This panel will discuss the rise of non-traditional debt financing including asset-based securitization (ABS), term loans, pre-pay financings, VPPs and other current structures in the market available to producers.

MODERATOR

Mingda Zhao, Partner, White & Case

SPEAKERS

Anuj Bhartiya, Senior Managing Director, Guggenheim Securities

Nicholas Fersen, Managing Partner, EOC Partners

Ty Harrison, President & CFO, PureWest Energy

Andy Jamison, Managing Director & Head of Liquid Investments, EIG Partners

3:20 PM - 3:30 PM - BREAK

3:30 PM - 4:45 PM

THE CHANGING LANDSCAPE OF HEDGE PROVIDERS (SESSION 5)

During this session, panelists will discuss how hedging works with conventional lending, hedging as a source of lending, and current hedging strategies.

MODERATOR

Jason Reimbold, Managing Director, BOK Financial

SPEAKERS

Joaquin Anderson, Managing Director - Structured Products Americas, BP

Aimee Carroll, Co-Head North American Energy Sales, Goldman Sachs

Nicole Jasper, Senior Managing Director, Macquarie Group

Matt Marshall, Director, Market Analytics, AEGIS Hedging

4:45 PM - 6:00 PM

RECEPTION