

Terms of Trade

Summary and Recommendation

We see eventual constructive outcome for energy stocks and global growth from current controversy over the terms of international trade. By our understanding, the U.S. had an abundance of gold at the end of WWII when the developed world outside North America had destroyed itself. To promote global growth and rebuilding, America allowed easy access to imports and tolerated restrictions on exports. Seventy years later, we no longer have a disproportionate amount of gold and there is little justification for an imbalance in the terms of trade. Getting from here to there is a popular subject in the daily drumbeat of news and opinion. We believe that an overweighting of energy stocks can be a useful segment of the equity portion of a diversified portfolio of investments for growth with protection.

Most likely, in our opinion, the strength of higher economic growth accompanying lower taxes and reduced regulation will overcome concerns about the potential temporarily negative impact from trade disputes. Growth is good for energy demand and positive for price.

At the same time, interruption of trade could extend to interruption of the delicate balance in oil supply that could also be positive for price. Oil price seems close to equilibrium today, while momentum appears to be up. Should our optimism be thwarted, the protective part of the portfolio will keep us in business and provide resources to take advantage of equity price changes.

We like stocks in each of our five groups. Stocks with low McDep Ratios and lagging performance in 2018 include ExxonMobil (XOM), Pioneer Natural Resources (PXD), Cimarex Energy (XEC), Range Resources (RRC) and San Juan Basin Royalty Trust (SJT) (see <u>Tables 1-4</u> on pages 2-5). Past analyses provide more detail (see <u>Index of Recent Research</u> on page 6).

Kurt H. Wulff, CFA



	Mc	Dan Enam							
		och muer	gy Stocks						
	Rank	ked by Mo	Dep Ratio	0					
		<i>u</i>							
	Price						Oil	Dist.	
	(US\$/sh)	Market	Enterprise	EV/	EV/	PV/	Prod'n/	Yield	McDc
Symbol/Rating	9-Jul	Cap	Value	Market	Ebitda	Ebitda	Ebitda	NTM	Rat
	2018	(US\$mm)	(\$mm)	Cap	NTM	NTM	(%)	(%)	(EV/P
XOM	82.90	354,000	445,000	1.26	8.2	8.8	49	4.0	0.9
CVX	125.99	241,000	304,000	1.26	7.2	8.3	62	3.6	0.8
SU	41.19	68,000	87,000	1.28	6.8	8.0	78	2.7	0.8
RDS-B	74.35	311,000	428,000	1.37	7.0	8.8	51	5.1	0.8
		974,000	1,264,000	1.27	7.1	8.6	57	3.8	0.8
OXY	85.25	65,400	79,100	1.21	8.4	7.6	79	3.6	1.1
EOG	126.13	75,400	82,500	1.09	8.3	8.5	91	0.4	0.9
PXD	189.24	32,400	35,000	1.08	7.8	8.2	94	0.0	0.9
COP	71.00	84,000	107,000	1.27	7.4	8.1	76	1.6	0.9
		257,200	303,600	1.15	8.0	8.2	85	1.0	0.9
HES	69.19	21,400	29,800	1.39	11.5	9.8	89	1.4	1.1
CLR	64.08	24,000	30,300	1.26	7.8	8.4	83	-	0.9
DVN	45.30	23,900	28,900	1.21	7.8	9.9	86	0.7	0.7
XEC	102.01	9,700	11,200	1.15	6.0	7.9	82	0.6	0.7
MRO	21.91	18,670	25,400	1.36	5.2	8.3	90	0.9	0.6
		97,700	125,600	1.26	7.8	8.4	86	0.7	0.7
CRC	47.20	2,200	8,500	3.9	5.9	7.6	92	-	0.7
WLL	53.59	4,900	8,200	1.69	4.9	7.4	97	-	0.6
RRC	17.54	4,300	9,000	2.08	6.4	10.3	46	0.5	0.6
BIREF	3.61	1,000	1,600	1.64	5.0	9.6	50	2.1	0.5
		12,400	27,300	1.88	5.5	8.6	71	0.2	0.6
SBR	46.92	680	680	1.00	12.8	13.6	72	7.8	0.9
PBT	9.16	430	430	1.00	11.2	12.2	80	8.9	0.9
DMLP	19.40	630	630	1.00	9.0	11.1	84	9.5	0.8
SJT	6.01	280	280	1.00	12.4	16.6	-	7.9	0.7
CRT	14.25	90	90	1.00	7.4	12.9	37	11.3	0.5
		2,100	2,100	1.00	11.2	12.9	72	8.9	0.8
umes a long-te	rm price for	oil of US\$70 a	barrel and nat	ural gas, §	34.00 a mi	illion btu.			
	XOM CVX SU RDS-B OXY EOG PXD COP HES CLR DVN XEC MRO CRC WLL RRC BIREF SBR PBT DMLP SJT CRT ap and Debt; F o NTM future: umes a long-te	(USS/sh) (USS/sh) (USS/sh) (2018 2	CUS\$/sh Market Cap Cap Cap Cap Cap Cap Cap Cap Cus\$mm Cus\$mm	Composition Composition	Composition Composition	Composition Composition	Composition Composition	Composition Composition	Composition Composition



				Tab	le 2						
			McI	Dep Ene	ergy St	ocks					
		τ		_		(Ebitda)				
		_		ked by T		`	,				
			Price		Upstrea	m NTM		Down-	Total		
			(US\$/sh)		Equiv.	Ebitda		stream	Ebitda	Distrib./	Distrib
Sy	mbol/Rat	ing	9-Jul	Volume	Price	Margin	Ebitda	Uplift	NTM	Ebitda	NTA
			2018	(mmboe)	(\$/boe)	(%)	(\$/boe)	(\$/boe)	(\$mm)	(%)	(\$/sh
Integrated											
Royal Dutch Shell	RDS-B		74.35	1371	47.23	69	32.70	11.67	44,844	26	3.76
Exxon Mobil Corporation	XOM		82.90	1448	50.57	51	25.60	11.70	37,079	26	3.28
Chevron Corporation	CVX		125.99	1059	52.07	62	32.30	7.27	34,213	20	4.48
Suncor Energy	SU		41.19	300	59.20	56	33.28	9.16	9,971	14	1.10
Total or Median				4179	51.32	59	32.50	10.41	126,107	23	
Large Independent											
ConocoPhillips	COP		71.00	458	49.69	64	31.70	0.00	14,503	9	1.14
EOG Resources, Inc.	EOG		126.13	280	48.11	74	35.61	0.00	9,974	3	0.56
Occidental Petroleum Corp.	OXY		85.25	262	49.62	60	29.60	6.10	7,765	25	3.08
Pioneer Natural Resources	PXD		189.24	124	48.82	74	36.00	0.00	4,472	0	0.08
Total or Median				1124	49.22	69	33.65	0.00	36,715	6	
Mid-Size Independent											
Marathon Oil Corporation	MRO		21.91	167	42.40	69	29.40	0.00	4,907	3	0.20
Continental Resources	CLR		64.08	108	44.13	81	35.80	0.00	3,880	-	-
Devon Energy Corporation	DVN		45.30	210	30.76	58	17.70	0.00	3,708	5	0.32
Hess Corporation	HES		69.19	97	46.58	57	26.60	0.00	2,587	12	1.00
Cimarex Energy Company	XEC		102.01	86	31.83	68	21.80	0.00	1,882	3	0.64
Total or Median				668	42.40	68	26.60	0.00	16,965	3	
Small Independent											
Whiting Petroleum Corporation	WLL		53.59	50	50.06	68	34.10	0.00	1,689	-	-
Range Resources	RRC		17.54	139	19.24	53	10.20	0.00	1,415	1	0.08
California Resources	CRC		47.20	50	55.41	52	28.80	0.00	1,428	-	-
Birchcliff Energy Ltd.	BIREF		3.61	23	19.06	73	14.00	0.00	315	6	0.08
Total or Median				260	34.65	61	21.40	0.00	4,848	1	
Income											
Dorchester Minerals, L.P.	DMLP		19.40	2.34	40.75	73	29.75	0.00	70	85	1.84
Sabine Royalty Trust	SBR		46.92	1.77	35.18	86	30.34	0.00	54	100	3.68
Permian Basin RT	PBT		9.16	1.23	47.01	66	31.16	0.00	38	99	0.81
San Juan Basin Royalty Trust	SJT		6.01	3.72	12.05	50	6.05	0.00	23	98	0.47
Cross Timbers Royalty Trust	CRT		14.25	0.43	42.22	64	26.90	0.00	12	83	1.61
Total or Median				9	40.75	66	29.75	0.00	196	98	



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		_ ,			,					
		Price				Devel.	Undev/	Nat	Тор	Net
		(US\$/sh)				Resrvs/	Devel.	Gas/	Line/	Present
Symi	bol/Rating		Shares	Debt	P/E	Prod	Resrvs		Ebitda	Value
		2018	(mm)	(\$mm)	NTM	NTM	(%)	(%)	(%)	(US\$/sh)
Integrated										
Chevron Corporation	CVX	125.99	1,913	62,659	15	7.1	57	24		150.00
	RDS-B	74.35	4,189	116,710	12	7.2	22	31		100.00
Exxon Mobil Corporation	XOM	82.90	4,270	90,941	13	9.6	52	28		90.00
Suncor Energy	SU	41.19	1,644	19,095	11	8.5	87			50.00
Median						7.9	55			
Large Independent										
Pioneer Natural Resources	PXD	189.24	171	2,600	19	7.3	9	6		200.00
EOG Resources, Inc.	EOG	126.13	598	7,071	19	4.9	43	10		130.00
	COP	71.00	1,186	23,143	14	7.7	31	24		80.00
Occidental Petroleum Corp.	OXY	85.25	767	13,700	16	7.4	35	4		75.00
Median						7.3	33			
Mid-Size Independent										
Cimarex Energy Company	XEC	102.01	96	1,498	11	4.8	35	18		140.00
	CLR	64.08	374	6,333	20	5.6	121	17		70.00
Devon Energy Corporation	DVN	45.30	528	5,000	17	8.3	24	14		60.00
Hess Corporation	HES	69.19	310	8,399		7.4	59	11		55.00
	MRO	21.91	852	6,734	11	5.4	60	10		40.00
Median						5.6	59			
Small Independent						5.0				
	WLL	53.59	91	3,367	21	6.8	84	3		100.00
	CRC	47.20	46	6,300		8.9	41	8		100.00
	RRC	17.54	247	4,657	15	10.0	83	54		40.00
	BIREF	3.61	268	620	14	7.2	228	49		9.00
Median	DIKLI	3.01	200	020		8.0	83	- 17		7.00
Income						0.0	0.5			
Sabine Royalty Trust	SBR	46.92	15	_	13	10.1	3	37	100	50.00
	CRT	14.25	6	_	9	11.6		69	83	25.00
Dorchester Minerals, L.P.	DMLP	19.40	32		13	6.9		21	76	24.00
Permian Basin RT	PBT	9.16	47	_	11	6.7		21	41	10.00
	SJT	6.01	47		13	11.2		100	-	8.00
Median	531	0.01	7/		13	10.1		100		0.00
Meutun						10.1				
P/E = Stock Price to Earnings.	For histor	ical researcl	2 500 11777	madan car	n					



		Tab							
		Dep Ene							
	Total Ro	eturn Ye	ar-to-D	ate 201	8				
	Ranked b	y Unleve	red Tot	al Retu	ırn				
		ъ.	ъ.					, ,	
		Price (\$/sh)	Price (\$/sh)	Price	Cash	Equity Total	U.	nlevered Total	
	Symbol/Rati	9-Jul	29-Dec		Distrib.	Return	Debt	Return	McDep
		2018	2017	(%)	(%)	(%)	(\$/sh)	(%)	Ratio
Integrated									
Suncor Energy	SU	41.19	36.72	12	2	14	12	10	0.86
Royal Dutch Shell	RDS-B	74.35	68.29	9	3	12	28	8	0.80
Chevron Corporation	CVX	125.99	125.19	1	2	2	33	2	0.87
Exxon Mobil Corporation	XOM	82.90	83.64	(1)	2	1	21	1	0.94
Median				5		7		5	0.86
Large Independent									
ConocoPhillips	COP	71.00	54.89	29	1	30	20	22	0.91
EOG Resources, Inc.	EOG	126.13	107.91	17	0	17	12	16	0.97
Occidental Petroleum Corp.	OXY	85.25	73.66	16	2	18	18	14	1.11
Pioneer Natural Resources	PXD	189.24	172.85	9	0	10	15	9	0.95
Median				16		18		15	0.96
Mid-Size Independent									
Hess Corporation	HES	69.19	47.47	46	1	47	27	30	1.17
Marathon Oil Corporation	MRO	21.91	16.93	29	1	30	8	20	0.62
Continental Resources	CLR	64.08	52.97	21	-	21	17	16	0.93
Devon Energy Corporation	DVN	45.30	41.40	9	0	10	9	8	0.79
Cimarex Energy Company	XEC	102.01	122.01	(16)	0	(16)	16	(14)	0.76
Median	ALC	102.01	122.01	21		21	10	16	0.79
Small Independent								- 10	- 0.77
Whiting Petroleum Corporation	WLL	53.59	26.48	102	_	102	37	43	0.66
California Resources	CRC	47.20	19.44	143	_	143	137	18	0.78
Birchcliff Energy Ltd.	BIREF	3.61	3.50	3	1	4	2	3	0.52
Range Resources	RRC	17.54	17.06	3	0	3	19	1	0.62
Median		17.54	17.00	53	0	53	17	10	0.64
Income				33		33		10	0.07
Dorchester Minerals, L.P.	DMLP	19.40	15.20	28	5	33	_	33	0.81
Sabine Royalty Trust	SBR	46.92	44.60	5	3	8	_	8	0.81
Permian Basin RT	PBT	9.16	8.87	3	4	7		7	0.92
Cross Timbers Royalty Trust	CRT	14.25	14.69	(3)	4	1		1	0.52
San Juan Basin Royalty Trust	SJT	6.01	8.24	(27)	3	(24)		(24)	0.75
San Juan Basin Royany Trust Median	331	0.01	0.24	3	3	7	-	7	0.73
Meatan				3		/			0.01
Grand Median				9		11		9	0.83
Natural Gas (\$/mmbtu)		2.83	2.95	(4)					
Oil -West Texas Intermediate (\$/bbl)		74.07	60.09	23					
Total Stock Market - U.S.	VTI	144.09	137.25	5	1	6			
Developed Markets - ex US	VEA	43.48	44.86	(3)	2	(1)			
Emerging Markets	VWO	43.05	45.91	(6)	1	(5)			
Total Stock Market - World	VT	74.82	74.26	1	1	2			
					-				



			Index of Recent I	Research
<u>Date</u>	Series	Symbol	Subject	Theme
6-Jul	ISI	CVX	Chevron	Oil Value Upside
2-Jul			d Outperformance in First Half 2018	Attractive Value, Auspicious Momentum
21-Jun	II		P, PBT, SBR, SJT	8% Cash in Uncertain Times
12-Jun	Meter R		1, 121, 221, 301	Positive Charts
6-Jun	ISI	RDS	Royal Dutch Shell	Bright Future in Integrated Gas
30-May		BIREF	Birchcliff Energy	A Play on Narrowing the Gap
24-May		DMLP	Dorchester Minerals, L.P.	Riding the Shale Trend
15-May	Meter R		Borenester Willerturs, E.1.	\$70 Oil Here
9-May	ISI	XEC	Cimarex Energy	Quality Company, Lagging Stock
4-May	ISI	MRO	Marathon Oil	Raise NPV to \$40 a Share from \$30
30-Apr	ISI	XOM	ExxonMobil	Reduce NPV to \$90 from \$100 a Share
24-Apr	II		P, PBT, SBR, SJT	8% Median Distribution Yield
24-Apr 19-Apr	ISI	DMLP	Dorchester Minerals, L.P.	11% Distribution Reinforced
17-Apr	II	COP,EOG,		
•	Meter R		OA1,FAD	Positive Trends for Large Cap Independent Producer Transition to Moderate Growth and Inflation
10-Apr		SJT, CRT	Can Ivan Davin	
3-Apr	II		San Juan Basin	Regional Natural Gas Price Softness
21-Mar	II		C, RRC, WLL	Small Cap High Reward, High Risk
15-Mar	Meter R		ExxonMobil	Out-of-Favor Industry Leader
12-Mar	ISI	DMLP	Dorchester Minerals, L.P.	Raise Distribution Yield to 11%
1-Mar	ISI	EOG	EOG Resources	Raise NPV to \$130 on Production
28-Feb	II		, HES, DVN, MRO	Oil Price Upside for Mid-Size Independent Producer
20-Feb	II		P, PBT, SBR, SJT	7% Distributions Inflation Protected
13-Feb	Meter R			Insulate Inflation
5-Feb	ISI	HES	Hess Corporation	Repositioning for Reward
2-Feb	ISI	COP	ConocoPhillips	Raise NPV to \$80 on Higher Cash Flow
25-Jan	II	CVX, RDS		Integrated Oil Value Creators
19-Jan	ISI	DMLP	Dorchester Minerals, L.P.	Highest Distribution in Three Years
16-Jan	Meter R			Growth is Good
2-Jan		eader Specia		New Look at Beginning of Year 2018
29-Dec		eader Specia		Trending Up at End of Year 2017
20-Dec	II		P, PBT, SBR, SJT	Top Line Premium and Bottom Line Upside
12-Dec	Meter R	eader		Oil and Gas Gains in 2018
5-Dec	ISI	RDS	Royal Dutch Shell	Share Buyback Ahead
27-Nov	ISI	CLR	Continental Resources	Oil Price Helps
16-Nov	Meter R	eader		Buy ETF or Global Integrated Stock
12-Nov	ISI	BIREF	Birchcliff Energy	Downward Price Pressure Lifting
6-Nov	ISI	DMLP	Dorchester Minerals, L.P.	Royalty Growth Ratified
2-Nov	ISI	MRO	Marathon Oil	Shale Oil Value
26-Oct	ISI	SU	Suncor Energy Inc.	Record Production
24-Oct	ISI	CRT	Cross Timbers Royalty Trust	Free Cash Flow
17-Oct	II	COP, DVN	, EOG, MRO,PXD, OXY	Oil Price Moderators
10-Oct	Meter R	eader		Stock Price Momentum Picking Up
4-Oct	ISI	COP	ConocoPhillips	Cash to the Owners
			(published monthly on or about second of	or third Tuesday)
		dependent Sto	ock Idea	
	II = Indi	ıstry Idea		



Disclaimer: This analysis was prepared by Kurt Wulff, Manager of McDep LLC. The firm used sources and data believed to be reliable but makes no representation as to their accuracy or completeness. This analysis is intended for informational purposes and is not a solicitation to buy or sell a security. Past performance is no guarantee of future results.

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Research Methodology/Ratings Description: McDep LLC is an independent research originator focused on oil and gas stocks exclusively. The firm applies the forty years of experience of its analyst to estimate a present value of the oil and gas resources and other businesses of covered companies. That value is compared with a company's stock market capitalization and debt. Stocks with low market cap and debt relative to present value tend to outperform stocks with high market cap and debt relative to present value.