ECA and PBR Most Out-of-Favor Buys

Summary and Recommendation

Non-U.S. large cap Contrarian Buys Encana (ECA) and Petrobras (PBR) remain most out-offavor as flagged by lowest ratios of enterprise value to 200-day average at 0.81 for ECA and 0.80 for PBR (see <u>Table 4</u> on page 5). Appreciation potential may be near highest as measured by McDep Ratios near lowest at 0.59 for Encana and 0.48 for Petrobras (see Tables 1-2 on pages 2-3). Considering resource potential, market cash flow multiples (EV/Ebitda) are moderate at 7.6 for ECA and 5.4 for PBR (see Table 3 on page 4). ECA's lagging market performance coincides with a high 89% concentration on North American natural gas, which remains depressed in price. Yet, cash flow margin at 63% exceeded expectations for the quarter reported on October 20 (see Next Twelve Months Operating and Financial Estimates on page 6). Nonetheless we lower estimated Net Present Value (NPV) to US\$46 a share from US\$51 to be close to a changing trend for ten large and small cap stocks for which probable reserves have been disclosed (see tables Natural Gas and Oil Reserves and Functional Cash Flow and Present Value on page 7). PBR's market performance has lagged despite its 83% concentration on oil, which has a much higher price than natural gas on a heating value basis. Downstream refining cash flow may be better in the quarter to be reported next month despite price controls since international crude oil price declined in the latest quarter (see Meter Reader August 23, 2011, Petrobras). Regulation must necessarily be reasonable or Petrobras will not be able to raise the funds to develop Brazil's large offshore oil discoveries. Both ECA and PBR have apparently suffered by association as stocks of companies domiciled outside the U.S. have underperformed in 2011. Though performance of diversified portfolios may be dented by the 2011 action of ECA and PBR, we believe new commitments may be rewarding for investors able to withstand uncertain timing.

Commodity market measures of value have U.S. crude oil for the next six years quoted at \$89 a barrel, unchanged from a week ago and below the 40-week average of \$97. Natural gas for six years settled at \$4.91 a million btu, down \$0.05 from a week ago and also below the 40-week average at \$5.37 (see chart <u>Six-Year and One-Year Natural Gas and Oil Futures</u> on page 9).

Kurt H. Wulff, CFA



| | | | | Table | | | | | | |
|------------------------------|------------|-----|-----------|----------|------------|---------|-------------|----------|--------|-------|
| | M | cI | ep Lar | ge Car | Energy S | Stocks | | | | |
| | Geogra | ph | ic Dom | icile an | d Busines | s Segm | ents | | | |
| | | | | | | D | . 17. 1 | C | . (0() | |
| | | | ъ. | | | | nt Value by | segmen | 17(%) | |
| | | | Price | EV/ | F., 4 | North | Rest | | | |
| g | 1 1/D . | | (US\$/sh) | | Enterprise | Amer. | Ü | 0.1 | D | 14.0 |
| | mbol/Rat | | 24-Oct | Market | Value | Natural | Natural | | Down- | McDe |
| B = Buy, C | B (see bel | ow) | 2011 | Сар | (\$mm) | Gas | Gas | Prod'n | stream | Ratio |
| U.S. Integrated | VOM | D | 00.17 | 1 10 | 165,000 | 0 | 10 | | 1.0 | 0.76 |
| Exxon Mobil Corporation | XOM | | 80.17 | 1.18 | 465,000 | 9 | 19 | 56 | 16 | 0.75 |
| Chance | COP | | | 1.42 | 141,000 | 14 | 11 | 59 | 17 | 0.69 |
| Chevron Corporation | CVX | В | 106.27 | 1.13 | 241,000 | 3 | 10 | 78 59 | 9 | 0.65 |
| Total or Median | | | | | 847,000 | | | 39 | | 0.69 |
| Europe | DDCVC | | 20.07 | 1.01 | 0.5.000 | | 24 | 4.7 | 21 | 0.01 |
| BG Group | BRGXF | ъ | 20.87 | 1.21 | 85,800 | | 34 | 45 | 21 | 0.86 |
| Royal Dutch Shell plc | RDS-A | | 71.45 | 1.29 | 286,000 | 3 | 22 | 54 | 21 | 0.79 |
| Statoil ASA (33%) | STO | | 25.98 | 1.45 | 39,600 | | 34 | 66 | - 12 | 0.68 |
| Total S.A. | TOT | CB | | 1.36 | 163,000 | | 20 | 67 | 13 | 0.60 |
| BP plc | BP | | 41.85 | 1.58 | 210,000 | 5 | 7 | 65 | 23 | 0.60 |
| Total or Median | | | | | 784,000 | | | 65 | | 0.68 |
| Brazil/Russia/Australia/Chin | | | | | | | | | | |
| Woodside Petroleum Ltd. | WOPEY | | 36.69 | 1.23 | 35,000 | | 64 | 36 | - | 0.84 |
| CNOOC Limited (36%) | CEO | | 182.56 | 1.01 | 29,800 | | 9 | 91 | - | 0.73 |
| PetroChina Company Ltd (14%) | | | | 1.31 | 42,400 | | 14 | 69 | 16 | 0.67 |
| Petrobras | PBR | | | 1.38 | 223,000 | | 2 | 83 | 15 | 0.48 |
| Gazprom (50%) | OGZPY | | | 1.23 | 79,000 | | 84 | 16 | - | 0.45 |
| Lukoil Oil Company | LUKOY | CB | 58.44 | 1.09 | 51,200 | | | 72 | 28 | 0.41 |
| Total or Median | | | | | 460,000 | | | 72 | | 0.57 |
| U.S. Independent | | | | | | | | | | |
| Southwestern Energy Company | SWN | | 41.11 | 1.10 | 15,900 | 100 | | | - | 0.98 |
| Anadarko Petroleum Corp. | APC | | 79.21 | 1.48 | 58,600 | 38 | | 59 | 3 | 0.92 |
| Chesapeake Energy Corp. | CHK | | 28.32 | 1.72 | 36,700 | 73 | | 27 | - | 0.91 |
| EOG Resources, Inc. | EOG | | | 1.22 | 27,800 | 43 | 4 | 53 | - | 0.74 |
| Occidental Petroleum Corp. | OXY | | | 1.10 | 78,200 | 10 | 1 | 79 | 9 | 0.73 |
| Devon Energy Corporation | DVN | | | 1.20 | 32,400 | 55 | | 45 | - | 0.61 |
| Marathon Oil Corporation | MRO | CB | 26.27 | 1.27 | 23,900 | 7 | 4 | 89 | - | 0.55 |
| Total or Median | | | | | 274,000 | | | 53 | | 0.74 |
| Canada | | | | | | | | | | |
| Cenovus Energy Inc. | CVE | | 36.26 | 1.24 | 34,200 | 16 | | 74 | 9 | 0.78 |
| Imperial Oil Limited (30%) | IMO | CB | | 1.15 | 12,100 | 3 | | 86 | 11 | 0.70 |
| Penn West Exploration | PWE | | 17.85 | 1.48 | 12,200 | 16 | | 84 | - | 0.66 |
| EnCana Corporation | ECA | | | 1.68 | 26,000 | 89 | | 11 | - | 0.59 |
| Suncor Energy | SU | | | 1.27 | 63,200 | 3 | | 81 | 17 | 0.55 |
| Canadian Oil Sands Limited | COSWF | CB | 23.21 | 1.13 | 12,700 | | | 100 | - | 0.48 |
| Total or Median | | | | | 160,000 | | | 82 | | 0.62 |
| Composite | | | | | 2,525,000 | 9 | 15 | 62 | 14 | 0.65 |



| | | | Table 2 | 2 | | | | |
|------------------------------------|------------------|--------|---------------------|------------|-----------------|------------------|-------------|-------|
| | McDep | Lar | ge Cap | Energy | Stocks | | | |
| N | et Pres | ent ` | Value ar | nd McD | ep Ratio | | | |
| | | | Price | | | Mad | | |
| | | | | | Manhat | Net | Debt/ | |
| | Comb a 1/D | | (US\$/sh) 24-Oct | Cl | Market | Present Value | | MaDan |
| D - Divi | Symbol/R | | 24-061 | Shares | Cap | | Present | McDep |
| Б = Б иу, | CB (see b | eiow) | 2011 | (mm) | (US\$mm) | (US\$/sh) | Value | Ratio |
| U.S. Integrated | | | | | | | | |
| Exxon Mobil Corporation | XOM | В | 80.17 | 4,912 | 394,000 | 112.00 | 0.11 | 0.75 |
| ConocoPhillips | COP | СВ | 72.12 | 1,380 | 100,000 | 119.00 | 0.20 | 0.69 |
| Chevron Corporation | CVX | В | 106.27 | 2,009 | 214,000 | 170.00 | 0.07 | 0.65 |
| Total or Median | | | | , | 708,000 | | 0.11 | 0.69 |
| Europe | | | | | , , , , , , , , | | | |
| BG Group plc | BRGXF | | 20.87 | 3,410 | 71,200 | 25.00 | 0.15 | 0.86 |
| Royal Dutch Shell plc | RDS-A | В | 71.45 | 3,114 | 222,000 | 96.00 | 0.18 | 0.79 |
| Statoil ASA (33%) | STO | В | 25.98 | 1,050 | 27,300 | 44.00 | 0.21 | 0.68 |
| Total S.A. | TOT | CB | 52.89 | 2,256 | 119,000 | 100.00 | 0.16 | 0.60 |
| BP plc | BP | CD | 41.85 | 3,186 | 133,000 | 85.00 | 0.22 | 0.60 |
| Total or Median | 2. | | .1.00 | 2,100 | 573,000 | 00.00 | 0.18 | 0.68 |
| Brazil/Russia/Australia/China | | | | | 373,000 | | 0.10 | 0.00 |
| Woodside Petroleum Ltd. | WOPEY | | 36.69 | 787 | 28,900 | 45.00 | 0.16 | 0.84 |
| CNOOC Limited (36%) | CEO | | 182.56 | 162 | 29,500 | 250.00 | 0.01 | 0.73 |
| PetroChina Company Ltd (14%) | PTR | СВ | 126.73 | 256 | 32,500 | 210.00 | 0.16 | 0.67 |
| Petrobras | PBR | CB | 24.88 | 6,513 | 162,100 | 62.00 | 0.13 | 0.48 |
| Gazprom (50%) | OGZPY | CB | 11.19 | 5,750 | 64,300 | 28.00 | 0.08 | 0.45 |
| Lukoil Oil Company | LUKOY | CB | 58.44 | 802 | 46,900 | 150.00 | 0.03 | 0.41 |
| Total or Median | Lenor | CD | 30.44 | 002 | 364,000 | 150.00 | 0.03 | 0.57 |
| U.S. Independent | | | | | 307,000 | | 0.11 | 0.57 |
| Southwestern Energy Company | SWN | | 41.11 | 350 | 14,400 | 42.00 | 0.09 | 0.98 |
| Anadarko Petroleum Corp. | APC | | 79.21 | 500 | 39,600 | 90.00 | 0.30 | 0.92 |
| Chesapeake Energy Corp. | CHK | | 28.32 | 751 | 21,300 | 33.00 | 0.38 | 0.91 |
| EOG Resources, Inc. | EOG | СВ | 91.08 | 250 | 22,800 | 130.00 | 0.38 | 0.74 |
| Occidental Petroleum Corp. | OXY | СВ | 87.31 | 813 | 71,000 | 123.00 | 0.13 | 0.73 |
| Devon Energy Corporation | DVN | CB | 63.74 | 423 | 27,000 | 112.00 | 0.07 | 0.73 |
| Marathon Oil Corporation | MRO | СВ | 26.27 | 717 | 18,840 | 54.00 | 0.10 | 0.55 |
| Total or Median | WIKO | СБ | 20.27 | /1/ | 214,900 | 34.00 | 0.12 | 0.74 |
| Canada | | | | | 214,900 | | 0.12 | 0.74 |
| Cenovus Energy Inc. | CVE | В | 36.26 | 758 | 27,500 | 49.00 | 0.15 | 0.78 |
| Imperial Oil Limited (30%) | IMO | CB | 41.33 | 256 | 10,600 | 62.00 | 0.09 | 0.70 |
| Penn West Exploration | PWE | | 17.85 | 467 | 8,300 | 31.00 | 0.03 | 0.66 |
| EnCana Corporation | ECA | СВ | 21.01 | 738 | 15,500 | 46.00 | 0.24 | 0.59 |
| Suncor Energy | SU | CB | 31.44 | 1,587 | 49,900 | 64.00 | 0.12 | 0.55 |
| Canadian Oil Sands Limited | COSWF | CB | 23.21 | 485 | 11,300 | 52.00 | 0.05 | 0.48 |
| Total or Median | 205111 | CD | 23.21 | 100 | 123,000 | 52.00 | 0.03 | 0.62 |
| CB=Contrarian Buy, Stock Price ma | ı av in downt | rend c | ompared to | 200-day ay | | | 0.13 | 0.02 |
| McDep Ratio = Market cap and Deb | • | | - | | | | | |
| Estimated present value presumes a | | | | | | 1 oas \$8 a r | nillion btu | |



| | | | Table 3 | | | | | |
|-----------------------------------------|------------|-------|------------|---------------------|-------------|----------|-----|---------|
| Me | Dep L | arg | e Cap E | Energy S | tocks | | | |
| | _ | | | istributio | | | | |
| | | | | | | | | |
| | | | Price | Adjustd | | | | Divd or |
| | | | (US\$/sh) | Resrvs/ | PV/ | EV/ | | Distril |
| | ymbol/Rat | | 24-Oct | Prod | Ebitda | Ebitda | P/E | NTN |
| B = Buy, C | B (see bel | ow) | 2011 | NTM | NTM | NTM | NTM | (% |
| U.S. Integrated | | | | | | | | |
| Exxon Mobil Corporation | XOM | В | 80.17 | 14.1 | 7.7 | 5.8 | 10 | 2.3 |
| ConocoPhillips | COP | CB | 72.12 | 12.0 | 7.9 | 5.4 | 10 | 3.7 |
| Chevron Corporation | CVX | В | 106.27 | 8.5 | 6.9 | 4.5 | 9 | 2.9 |
| Total or Median | CVA | ь | 100.27 | 12.0 | 7.7 | 5.4 | 10 | 2.9 |
| Europe Total of Median | | | | 12.0 | 7.7 | 3.4 | 10 | 2.) |
| BG Group plc | BRGXF | | 20.87 | 17.1 | 10.0 | 8.6 | 16 | 1.1 |
| Royal Dutch Shell plc | RDS-A | В | 71.45 | 9.0 | 6.9 | 5.5 | 9 | 4.7 |
| Statoil ASA (33%) | STO | В | 25.98 | 6.8 | 7.0 | 4.7 | 10 | 4.7 |
| Total S.A. | TOT | CB | 52.89 | 9.9 | 7.6 | 4.6 | 7 | 6.0 |
| BP plc | BP | СБ | 41.85 | 11.1 | 7.6 | 4.6 | 6 | 4.0 |
| Total or Median | Di | | 71.03 | 9.9 | 7.6 | 4.7 | 9 | 4.4 |
| Brazil/Russia/Australia/China | | | | 7.7 | 7.0 | 7.7 | | 7.7 |
| Woodside Petroleum Ltd. | WOPEY | | 36.69 | 20.6 | 9.2 | 7.8 | 13 | 3.0 |
| Petrobras | PBR | СВ | 24.88 | 13.5 | 11.3 | 5.4 | 8 | 5.1 |
| PetroChina Company Ltd (14%) | PTR | CB | 126.73 | 13.1 | 7.0 | 4.7 | 10 | 4.3 |
| CNOOC Limited (36%) | CEO | CD | 182.56 | 6.9 | 5.6 | 4.1 | 7 | 3.5 |
| Lukoil Oil Company | LUKOY | CB | 58.44 | 16.4 | 6.5 | 2.7 | 4 | 3.3 |
| Gazprom (50%) | OGZPY | | 11.19 | 30.2 | 5.5 | 2.5 | 3 | 2.8 |
| Total or Median | OGZI I | CD | 11.17 | 14.9 | 6.7 | 4.4 | 7 | 3.4 |
| U.S. Independent | | | | 17.2 | 0.7 | 7.7 | , | 3.5 |
| Southwestern Energy Company | SWN | | 41.11 | 7.5 | 12.2 | 12.0 | 25 | |
| Chesapeake Energy Corp. | CHK | | 28.32 | 10.5 | 11.2 | 10.2 | 9 | 1.2 |
| Anadarko Petroleum Corp. | APC | | 79.21 | 7.2 | 8.0 | 7.3 | | 0.5 |
| Occidental Petroleum Corp. | OXY | СВ | 87.31 | 11.5 | 8.5 | 6.2 | 12 | 2.1 |
| Devon Energy Corporation | DVN | CB | 63.74 | 10.2 | 9.6 | 5.9 | 11 | 1.1 |
| EOG Resources, Inc. | EOG | CB | 91.08 | 9.2 | 7.9 | 5.8 | 21 | 0.7 |
| Marathon Oil Corporation | MRO | CB | 26.27 | 10.3 | 6.9 | 3.7 | 9 | 2.3 |
| Total or Median | Mico | CD | 20.27 | 10.2 | 8.5 | 6.2 | 12 | 1.1 |
| Canada | | | | 10.2 | 0.5 | 0.2 | 12 | 1.1 |
| Cenovus Energy Inc. | CVE | В | 36.26 | 22.3 | 11.7 | 9.1 | 22 | 2.2 |
| Imperial Oil Limited (30%) | IMO | CB | 41.33 | 42.9 | 12.4 | 8.6 | 13 | 1.1 |
| EnCana Corporation | ECA | CB | 21.01 | 12.3 | 13.0 | 7.6 | 48 | 3.8 |
| Penn West Exploration | PWE | | 17.85 | 8.5 | 10.6 | 7.0 | 13 | 6.0 |
| Canadian Oil Sands Limited | COSWF | CB | 23.21 | 25.8 | 11.3 | 5.4 | 8 | 5.1 |
| Suncor Energy | SU | CB | 31.44 | 25.2 | 9.7 | 5.3 | 13 | 1.4 |
| Total or Median | | 25 | 21111 | 23.8 | 11.5 | 7.3 | 13 | 3.0 |
| CB=Contrarian Buy, Stock Price may be | in downtre | end c | ompared to | | | 7.5 | 10 | 2.0 |
| EV = Enterprise Value = Market Cap and | | | | | | eciation | | |
| and amortization; NTM = Next Twelve M | | | | | | | | |
| Earnings; PV = Present Value of oil and | | | | , _01 <u>_</u> ,1/1 | 2 Stock I I | | | |



| | | | Table 4 | 4 | | | | |
|-------------------------------|--------|-------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------|------------|--------|---------|-------|
| | McDe | ep L | arge Cap | Energy | Stocks | | | |
| Rank | | _ | rise Value | | | rage | | |
| Kank | | LCIP | or service of the ser | , to 200 | Day Mic | rage | | |
| | | | Price | | | | | |
| | | | (\$/sh) | | Enterprise | Value/ | | |
| | Symbol | | 24-Oct | 52Wk | 52Wk | 50 Day | 200 Day | McDep |
| | - | Ratin | 2011 | High | Low | Avg. | Avg. | Ratio |
| U.S. Integrated | | | | | | | | |
| Chevron Corporation | CVX | В | 106.27 | 0.97 | 1.28 | 1.09 | 1.05 | 0.65 |
| Exxon Mobil Corporation | XOM | В | 80.17 | 0.92 | 1.19 | 1.07 | 1.00 | 0.75 |
| ConocoPhillips | COP | СВ | 72.12 | 0.91 | 1.15 | 1.06 | 1.00 | 0.69 |
| Median | | | 7 - 1 - 2 | 0.92 | 1.19 | 1.07 | 1.00 | 0.69 |
| Europe | | | | | | | | |
| Statoil ASA (33%) | STO | В | 25.98 | 0.91 | 1.19 | 1.09 | 1.03 | 0.68 |
| Royal Dutch Shell plc | RDS-A | В | 71.45 | 0.93 | 1.17 | 1.08 | 1.02 | 0.79 |
| BP plc | BP | | 41.85 | 0.90 | 1.14 | 1.06 | 0.98 | 0.60 |
| Total S.A. | TOT | СВ | 52.89 | 0.86 | 1.22 | 1.09 | 0.97 | 0.60 |
| BG Group plc | BRGXF | | 104.35 | 0.83 | 1.15 | 1.02 | 0.94 | 0.86 |
| Median | | | | 0.90 | 1.18 | 1.07 | 0.99 | 0.68 |
| Brazil/Russia/Australia/China | | | | | | | | |
| PetroChina Company Ltd (14%) | PTR | СВ | 126.73 | 0.84 | 1.10 | 1.03 | 0.95 | 0.67 |
| Lukoil Oil Company | LUKOY | | 58.44 | 0.78 | 1.30 | 1.06 | 0.93 | 0.41 |
| Woodside Petroleum Ltd. | WOPEY | | 36.69 | 0.74 | 1.20 | 1.04 | 0.89 | 0.84 |
| Gazprom (50%) | OGZPY | | 11.19 | 0.69 | 1.23 | 1.03 | 0.85 | 0.45 |
| CNOOC Limited (36%) | CEO | | 182.56 | 0.67 | 1.29 | 1.04 | 0.83 | 0.73 |
| Petrobras | PBR | СВ | 24.88 | 0.66 | 1.14 | 0.98 | 0.80 | 0.48 |
| Median | | | | 0.72 | 1.21 | 1.03 | 0.87 | 0.57 |
| U.S. Independent | | | | | | | | |
| Anadarko Petroleum Corp. | APC | | 79.21 | 0.95 | 1.23 | 1.08 | 1.03 | 0.92 |
| Southwestern Energy Company | SWN | | 44.82 | 0.85 | 1.29 | 1.10 | 1.02 | 0.98 |
| Chesapeake Energy Corp. | CHK | | 28.32 | 0.86 | 1.18 | 0.98 | 0.95 | 0.91 |
| EOG Resources, Inc. | EOG | СВ | 91.08 | 0.79 | 1.28 | 1.06 | 0.92 | 0.74 |
| Occidental Petroleum Corp. | OXY | СВ | 87.31 | 0.76 | 1.28 | 1.07 | 0.92 | 0.73 |
| Devon Energy Corporation | DVN | CB | 63.74 | 0.72 | 1.21 | 1.02 | 0.84 | 0.61 |
| Marathon Oil Corporation | MRO | СВ | 26.27 | | | | | 0.55 |
| Median | 1,1110 | CD | 20.27 | 0.82 | 1.26 | 1.06 | 0.94 | 0.74 |
| Canada | | | | | | | | |
| Cenovus Energy Inc. | CVE | В | 36.26 | 0.91 | 1.25 | 1.07 | 1.02 | 0.78 |
| Imperial Oil Limited (30%) | IMO | СВ | 41.33 | 0.77 | 1.24 | 1.06 | 0.92 | 0.70 |
| Suncor Energy | SU | CB | 31.44 | 0.70 | 1.29 | 1.06 | 0.85 | 0.55 |
| Canadian Oil Sands Limited | COSWF | | 23.23 | 0.68 | 1.30 | 1.06 | 0.85 | 0.48 |
| Penn West Exploration | PWE | | 17.85 | 0.70 | 1.25 | 1.03 | 0.83 | 0.66 |
| EnCana Corporation | ECA | СВ | 21.01 | 0.71 | 1.11 | 0.96 | 0.81 | 0.54 |
| Median | | | 21.01 | 0.71 | 1.25 | 1.06 | 0.85 | 0.66 |
| | | | | | | | | |



| | | | | Corporation | | | | | |
|--------------------------|---------|-----------|-----------|-------------|------------|-----------|---------|---------|---------|
| | Next Tv | welve Moi | nths Oper | ating and F | inancial l | Estimates | | | |
| | | | | | | | | | Next |
| | | | | | | | | | Twelve |
| | Q3 | Q2 | Q3 | Q4E | Year | Q1E | Q2E | Q3E | Months |
| | 9/30/10 | 6/30/11 | 9/30/11 | 12/31/11 | 2011E | 3/31/12 | 6/30/12 | 9/30/12 | 9/30/12 |
| Volume | | | | | | | | | |
| Natural Gas (bcf) | 293 | 301 | 310 | 331 | 1,230 | 328 | 328 | 331 | 1,318 |
| Natural Gas (mmcfd) | 3,181 | 3,309 | 3,365 | 3,600 | 3,369 | 3,600 | 3,600 | 3,600 | 3,600 |
| Days | 92 | 91 | 92 | 92 | 365 | 91 | 91 | 92 | 366 |
| Oil (mmb) | 2.1 | 2.2 | 2.2 | 2.3 | 8.8 | 2.5 | 2.6 | 2.8 | 10.2 |
| Oil (mbd) | 23 | 24 | 24 | 25 | 24 | 27 | 29 | 30 | 28 |
| Total (bcf) | 305 | 314 | 323 | 345 | 1,282 | 342 | 343 | 348 | 1,379 |
| Total (mmcfed) | 3,319 | 3,453 | 3,509 | 3,753 | 3,513 | 3,762 | 3,772 | 3,782 | 3,767 |
| Price | | | | | | | | | |
| Henry Hub (US\$/mmbtu | 4.38 | 4.32 | 4.19 | 3.72 | 4.08 | 3.92 | 3.92 | 4.02 | 3.90 |
| Differential | 0.19 | (0.10) | (0.13) | (0.11) | (0.11) | (0.11) | (0.11) | (0.11) | (0.11) |
| EnCana (\$/mcf) | 4.19 | 4.42 | 4.32 | 3.83 | 4.20 | 4.03 | 4.03 | 4.14 | 4.01 |
| WTI Cushing (US\$/bbl) | 76.08 | 102.55 | 89.76 | 89.53 | 93.98 | 91.12 | 90.73 | 90.49 | 90.47 |
| Differential | 13.93 | 9.89 | 7.33 | 7.31 | 9.48 | 7.44 | 7.41 | 7.39 | 7.38 |
| EnCana (\$/bbl) | 62.15 | 92.66 | 82.43 | 82.21 | 84.50 | 83.68 | 83.32 | 83.10 | 83.09 |
| Total (\$/bbl) | 26.68 | 29.28 | 28.24 | 25.40 | 27.64 | 26.73 | 26.89 | 27.62 | 26.66 |
| Revenue (\$mm) | | | | | | | | | |
| Natural Gas | 1,226 | 1,331 | 1,337 | 1,269 | 5,163 | 1,320 | 1,321 | 1,370 | 5,280 |
| Oil | 132 | 202 | 182 | 192 | 744 | 205 | 217 | 232 | 846 |
| Other | | | | | - | | | | |
| Total | 1,358 | 1,533 | 1,519 | 1,461 | 5,906 | 1,525 | 1,538 | 1,602 | 6,126 |
| Expense | 566 | 629 | 562 | 644 | 2,542 | 672 | 678 | 706 | 2,701 |
| Ebitda (\$mm) | 792 | 904 | 957 | 817 | 3,364 | 853 | 860 | 896 | 3,425 |
| Deprec., Deplet., & Amor | 810 | 868 | 872 | 872 | 3,439 | 872 | 872 | 872 | 3,488 |
| Hedging and other | (274) | (228) | (225) | (259) | (993) | (234) | (233) | (208) | (934) |
| Interest | 119 | 124 | 103 | 103 | 449 | 103 | 103 | 103 | 412 |
| Ebt | 137 | 140 | 207 | 101 | 469 | 111 | 118 | 129 | 459 |
| Income tax | 41 | 42 | 62 | 30 | 141 | 33 | 35 | 39 | 138 |
| Net Income (\$mm) | 96 | 98 | 145 | 71 | 328 | 78 | 82 | 90 | 322 |
| Per share (\$) | 0.13 | 0.22 | 0.23 | 0.10 | 0.57 | 0.11 | 0.11 | 0.12 | 0.44 |
| Shares (millions) | 736 | 739 | 738 | 738 | 580 | 738 | 738 | 738 | 738 |
| Ebitda margin | 58% | 59% | 63% | 56% | 57% | 56% | 56% | 56% | 56% |
| Tax rate | 30% | 30% | 30% | 30% | 30% | 30% | 30% | 30% | 30% |



| Encana Corporation | | | | | | |
|--------------------------------|----------------------|--------------|--------------|--------------|--|--|
| Natural | Gas and Oil Reserves | | | | | |
| | | | | | | |
| | Natural Gas | Oil | Tota | l | | |
| | <u>(bcf)</u> | <u>(mmb)</u> | <u>(bcf)</u> | <u>(mmb)</u> | | |
| Reserves (bcf or mmb) | | | | | | |
| Proven and Probable (P1+P2) | 22163 | 137 | 22985 | 3831 | | |
| Proven (P1) | 13775 | 93 | 14333 | 2389 | | |
| Probable (P2) | 8388 | 44 | 8652 | 1442 | | |
| Production, Next Twelve Months | 1318 | 10 | 1379 | 230 | | |
| Reserve Life Index (years) | | | | | | |
| R/P (P1+P2) | 16.8 | 13.5 | 16.7 | 16.7 | | |
| R/P (P1) | 10.5 | 9.1 | 10.4 | 10.4 | | |
| R/P (P2) | 6.4 | 4.3 | 6.3 | 6.3 | | |
| R/P (P1+.3P2) | 12.4 | 10.4 | 12.3 | 12.3 | | |

| Enc | ana Corpo | ration | | | | | |
|------------------------------------------------|---------------|--------------|---------------|--------------|--------|--|--|
| Functional Cash Flow and Present Value | | | | | | | |
| | NTM | Adjusted | PV/ | Present | | | |
| | <u>Ebitda</u> | <u>R/P</u> | <u>Ebitda</u> | <u>Value</u> | | | |
| North American Natural Gas | 2,960 | 12.4 | 13.4 | 39,700 | 89% | | |
| Oil | 470 | 10.4 | 10.0 | 4,700 | 11% | | |
| | 3,430 | 12.3 | 12.9 | 44,400 | 100% | | |
| Debt | | | | | 10,500 | | |
| Net Present Value (\$mm) | | | | | 33,900 | | |
| Shares | | | | | 738 | | |
| Net Present Value - Standard Estimate (US\$/sh |) | | | | 46 | | |
| NPV Approximation by Cash Flow Multiple De | pending on | Reserve Life | (US\$/sh) | | 42 | | |

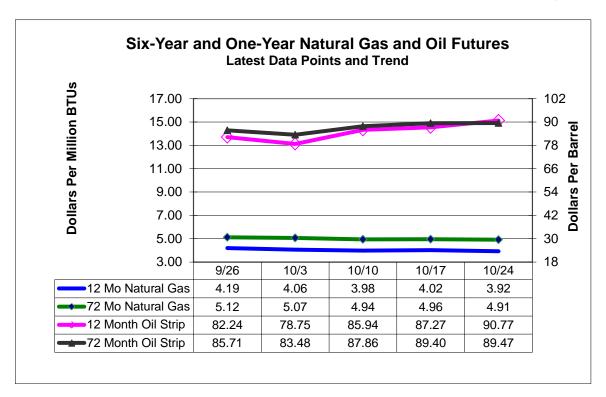


| | | Index of Rec | ent Research |
|---------|---------------------|-------------------------------------|------------------------------------------------------------|
| | | | |
| Stock 1 | Ideas | | |
| Date | Symbol | Subject | Theme |
| 19-Oct | PETD | PDC Energy | Returning to Appalachian Roots (ISCW) |
| 18-Oct | APC, BP | Anadarko Petroleum, BP plc | Settle Oil Spill Dispute (Meter Reader) |
| 14-Oct | ERF | Enerplus Corporation | Marcellus, Bakken and Canada with 8% Income (ISCW) |
| 3-Oct | STO | Statoil | Giant North Sea Oil Discovery (Meter Reader) |
| 7-Oct | BIREF | Birchcliff Energy | Seeks Offers to Acquire the Company (ISCW) |
| 30-Sep | RRC, WLL, XEC, | | 5 Ideas from IPAA San Francisco |
| | SJT, HGT | San Juan Basin RT, Hugoton RT | Transfer Buy to SJT from HGT (Income and Small Cap Wkly) |
| 16-Sep | FRHLF, PBT, SBR | - · | Volume Upside in Top Line Cash Payers (Income and Small Ca |
| 13-Sep | | EOG Resources | Horizontal Leads Renewed U.S. Oil Growth (Meter Reader) |
| 6-Sep | LUKOY | Lukoil | Capitalist Success with Upside (Meter Reader) |
| 2-Sep | XEC | Cimarex Energy | Solid Company, Bouncy Stock (Income and Small Cap Weekly |
| 30-Aug | PTR | PetroChina | China Growth at Low Stock Market Value (Meter Reader) |
| 23-Aug | | Petrobras | Product Price Controls Delay Cash Growth (Meter Reader) |
| 19-Aug | DMLP | Dorchester Minerals, L.P. | Preferred Risk 7% Income with Oil and Gas Upside (ISCW) |
| 16-Aug | COSWF | Canadian Oil Sands Limited | Undervalued Laggard (Meter Reader) |
| 9-Aug | HK | Petrohawk | Discontinue on Pending Acquisition at NPV Premium (ISCW) |
| 9-Aug | RRC | Range Resources | Raise NPV to \$70 from \$60 a Share (Income and Small Cap) |
| 2-Aug | CVX | Chevron | Raise NPV to \$170 from \$154 on Cash Flow Margin |
| 2-Aug | TOT | Total | Lower NPV to \$100 from \$111 on Cash Flow Margin (MRead |
| 26-Jul | ECA | Encana | High Margin at Low Natural Gas Price (Meter Reader) |
| 19-Jul | COP | ConocoPhillips | Downstream Spinoff Promises to Unlock Value (Meter Reader |
| 5-Jul | DVN | Devon Energy | Thermal Oil Growth in Canada (Meter Reader) |
| 28-Jun | MRO | Marathon Oil | Buy New U.S. Independent Producer (Meter Reader) |
| 21-Jun | WOPEY | Woodside Petroleum | Remove Buy on Costs and Delay (Meter Reader) |
| 17-Jun | PEYUF | Peyto Exploration | Update Growth (Income and Small Cap) |
| 14-Jun | CVE | Cenovus Energy | Accelerating Deep Oil Sands (Meter Reader) |
| 7-Jun | IMO | Imperial Oil | Double Oil Production by 2020 (Meter Reader) |
| 31-May | OXY | Occidental Petroleum | Triple California Oil Production by 2020 (Meter Reader) |
| 29-Mar | XOM | Exxon Mobil | Natural Gas Enhanced by Nuclear (Meter Reader) |
| | For historical res | search by stock, go to mcdep.com, c | lick on Stock Ideas, click on stock by name. |
| Meter | Reader | | |
| | APC, BP | Anadarko Petroleum, BP plc | Settle Oil Spill Dispute |
| | | EOG, MRO, COSWF | Ideal for Deals |
| 4-Oct | STO | Statoil | Giant North Sea Oil Discovery |
| 27-Sep | 510 | Staton | Stocks Pricing Long-Term Oil at \$60 a Barrel? |
| 27 вер | For earlier edition | ons, go to mcdep.com, click on Mete | |
| Tma | and Curall C | W/o o l-l-v | |
| | and Small Cap | | D. C. and a control of the D. and |
| 19-Oct | | PDC Energy | Returning to Appalachian Roots |
| 14-Oct | | Enerplus Corporation | Marcellus, Bakken and Canada with 8% Income |
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| | For earlier edition | ons, go to mcdep.com, click on Ener | gy Income. |
| Indust | ry Ideas | | |
| | • | Oil and Gas in Canada | Sinopec Bids for Daylight Energy |



DEP Meter Reader

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