ENERGY LOGISTICS & DISTRIBUTION

Industry In-Sight™

SUMMER/FALL 2022




JORDAN KNAUFF & COMPANY

ENERGY EQUIPMENT & INFRASTRUCTURE ALLIANCE

The Voice of the Energy Supply Chain

ENERGYBUILDERS

IN THIS REPORT

TABLE OF CONTENTS

TABLE OF CONTENTS

TABLE OF CONTENTS

All charts in this report are updated to the latest information available at the time of publication. Due to differing reporting dates for various data used throughout the report, all charts are not updated to the same ending period.

INTRODUCTION ... About This Report

We are pleased to offer this periodic report which provides a comprehensive compilation of energy information, insights and data. It aggregates critical planning and forecasting information from a myriad of sources into one resource for energy supply chain analysts and decision-makers.

The energy supply chain is an increasingly complex network of upstream, midstream and downstream providers of construction, equipment, materials and services. As shale gas-oil and renewable energy continue to expand in the U.S., additional infrastructure is needed to connect the new sources to the current network of pipelines, storage and transmission stations. Current and new members of the supply chain will need to expand in order to build and service the additional infrastructure.

We define the Energy Logistics & Distribution Industry as any energy production, transportation and storage activities that take place from the well-head to the refinery or gas processing plant through delivery to the end user. Industry members include: producers and distributors of oil and natural gas, natural gas liquids, refined fuels and propane; energy storage and pipeline operators; oil and gas field services; producers and distributors of lubricants, oils, greases and fluids; service contractors, capital equipment manufacturers; materials suppliers; as well as logistics, transportation and maintenance providers.

Segments covered in this Industry In-Sight™ include:

- Crude oil and refined products, natural gas, liquefied natural gas (LNG), natural gas liquids including propane and heating/fuel oil, as well as drilling activity.
- Renewables, including solar, wind, hydropower and ethanol.
- Logistics, including storage and terminals, pipelines, trucking, shipping and rail.
- Economic and financial data pertinent to the Energy Logistics & Distribution Industry.

It is our intention that this publication will provide value in the following areas:

- **Aggregate Information** – The Data Center provides comprehensive statistics on the Energy Logistics & Distribution Industry including, among others: prices (domestic and international), production, consumption, inventory, imports/exports, LNG terminals, drilling activity, solar and wind capacities, energy consumption by sector and source, tank and underground storage capacities and utilization, pipeline mileage and trucking conditions. In all, the report offers more than 70 individual charts covering these topics and more. All charts in this report are updated to the latest information available at the time of publication.
- **Input to Business Decisions** – As a relevant and informative reference for use when contemplating decisions that will have a meaningful impact on your business. Accordingly, we welcome any input, feedback and suggestions to help us include meaningful and timely topical content in future publications. We especially would like to receive suggestions for ideas on Hot Topics in the Energy Logistics & Distribution Industry.
- **Identification of Opportunities** – The breadth of information provided will enable owners and operators of energy logistics businesses to track developments in energy segments outside of their day-to-day focus.
- **Public and Transaction Comparables by Segment** – This section provides the tracking of a cross-section of publicly-traded companies and transactions in various segments of the Energy Logistics & Distribution Industry. The data include operating metrics, such as revenues and EBITDA (earnings before interest, taxes, depreciation and amortization); and valuation analyses such as total enterprise value / latest twelve months revenues and total enterprise value / latest twelve months EBITDA.

Thank you for taking the time to review this Energy Logistics & Distribution Industry In-Sight™. Our goal is to provide the most comprehensive and beneficial information possible. Please forward your feedback and suggestions to any member of the Jordan Knauff & Company or Energy Equipment & Infrastructure Alliance team members listed on the last two pages of this report.

INTRODUCTION

Who is the Energy Equipment & Infrastructure Alliance (EEIA)?

EEIA ... The Voice of the Energy Supply Chain

The energy supply chain is over 120,000 companies in sixty industries, annually contributing more than $170 billion to the U.S. economy, with hundreds of thousands of workers in communities throughout every state of the union. They provide construction, well services, capital equipment, supplies, logistics, professional services and technology in support of energy operations. They build energy infrastructure including production sites, transmission infrastructure, pipelines, storage facilities, processing plants and export terminals.

The shale energy revolution is transforming prosperity, security and quality of life in America. In a few short years, it has brought rising employment, income and opportunity to workers and businesses of all sizes and in all fifty states, often to communities that until recently have known limited prospects for growth. It has given Americans a cleaner environment, lower energy costs, renewed national competitiveness and energy security.

Creating a supportive public and policymaker environment for this miracle depends on active public engagement by energy supply chain stakeholders -- the non-oil and gas companies where energy-driven jobs and opportunities are greatest.

EEIA is that voice. EEIA mobilizes and leads the North American supply chain in pursuit of government policies that support full development of our energy resources, while protecting public health, safety and the environment. It also works for widespread public support for energy development.

EEIA is active on all fronts: federal and state legislative, regulatory, judicial and public opinion. Its strength is based upon the supply chain's enormous fifty-state contributions to jobs, economic growth and community prosperity. EEIA conducts economic research that measures and reports the facts about the energy supply chain's tremendous contributions to the American economy.

EEIA is an organization of leading supply chain companies, trade associations and labor organizations. It is the voice of the businesses and workers of America's energy miracle.




INTRODUCTION

Who is Jordan Knauff & Company (JKC)?

JKC was founded in 2001 to undertake a distinct mission: to assemble and maintain a staff of top-notch investment banking personnel and offer their knowledge and experience to provide the best available investment banking services to middle-market companies, the entrepreneurs that lead them and the financial entities that transact with them. JKC has been active within the Energy Logistics & Distribution Industry as operators, investors, board members and investment bankers prior to the firm's founding in 2001.

On a combined basis, over the course of their careers our employees have completed over 200 transactions as investors, owners, operators, buyers, sellers and investment bankers of middle-market businesses across a variety of industries. The majority of our firm's broad transaction experience has been with private companies owned by one shareholder, a partnership, a family or private equity investors.

Experience has taught us that the owners and executives of middle-market businesses tend to have very different needs and goals in capital transactions from those that are common to capital events related to larger companies. Our personnel apply their considerable expertise to accomplish important goals: delivery of successful outcomes for our clients. Pursuant to that, we direct and manage all aspects of the capital transaction process, assist our clients with the management of important constituents (employees, customers, vendors and lenders), act as a teammate to other important client advisors (legal counsel, accountant, tax advisor) and collaborate with transaction counsel in the negotiations with the parties on the other side of the transaction.

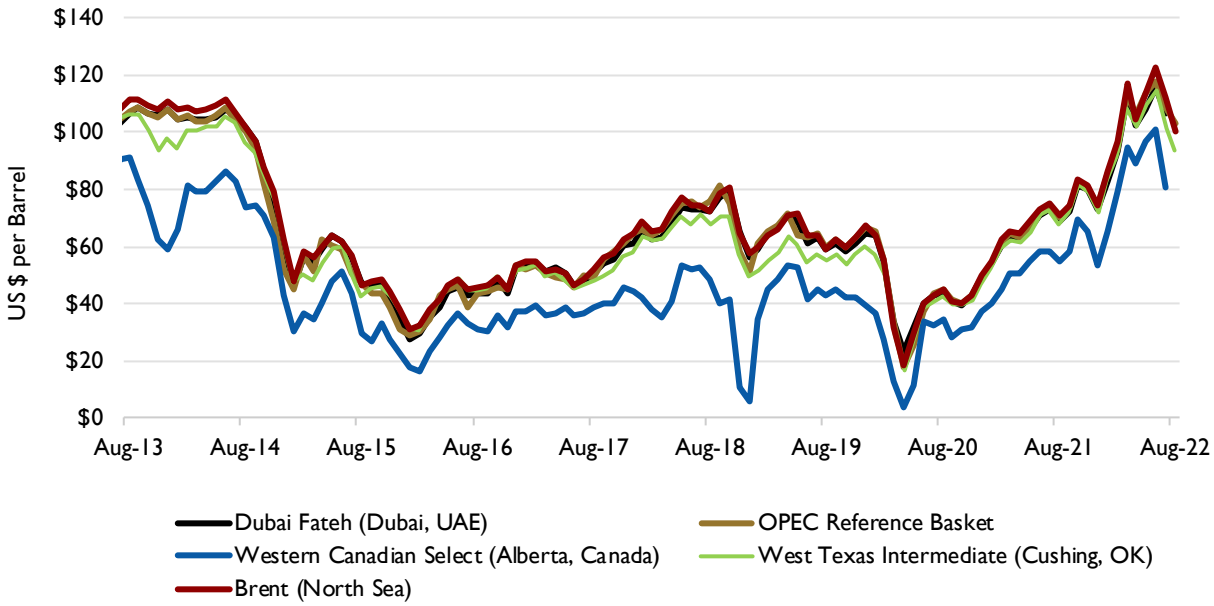
The Services We Provide

- Sell Companies: Generate a liquidity event on behalf of the owner(s) through whole, majority, or minority sale of assets, stock or units.
- Raise Capital: Representation of companies, management teams and entrepreneurs in the raising of senior debt, mezzanine debt or equity capital. Proceeds may be used for a variety of reasons, including, among others, recapitalizations, funding of growth, funding of acquisitions or liquidity for owners and investors.
- Acquisition Advisory: Assistance in sourcing and closing acquisitions -- whether it be a single transaction or a series of acquisitions as part of a consolidation strategy in an Industry Development Project™ (IDP) - a proprietary method for assisting private equity groups, companies or private investors that want to pursue multiple non-auction transactions within a single industry.
- Strategic Business Services: A suite of services for middle-market business owners and executives. Comprised of three components – Company Specific Valuation, Capital Road Map® and Strategic Industry Analysis – these services can be packaged together or used on an à la carte basis.

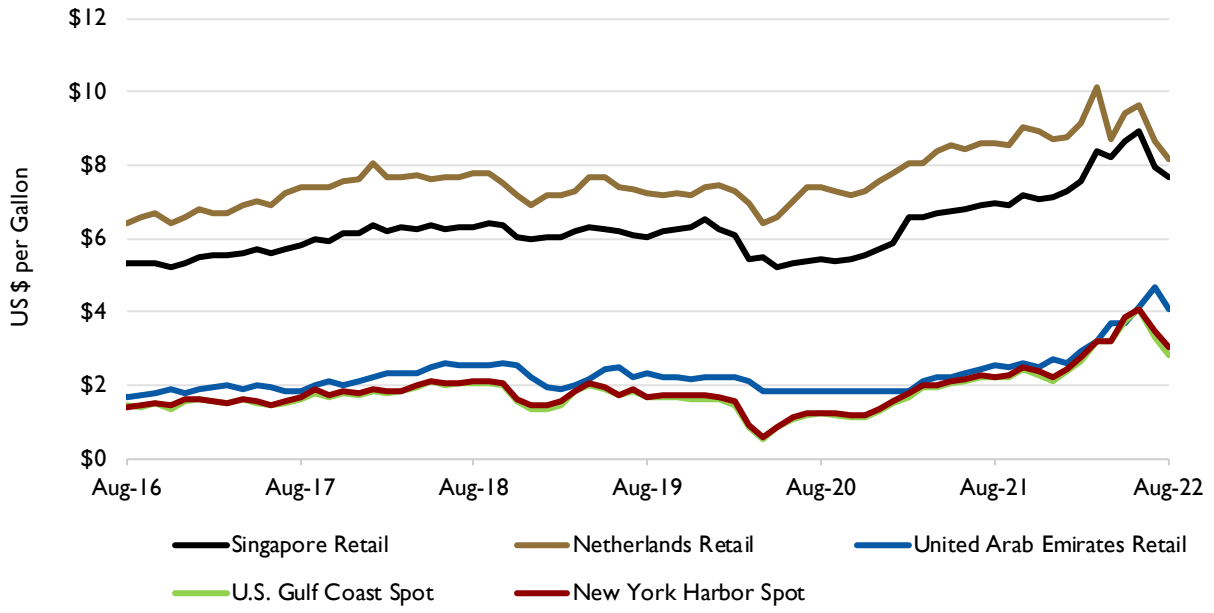
DATA CENTER

OIL

CRUDE OIL PRICES (MONTHLY AVERAGE) (1)



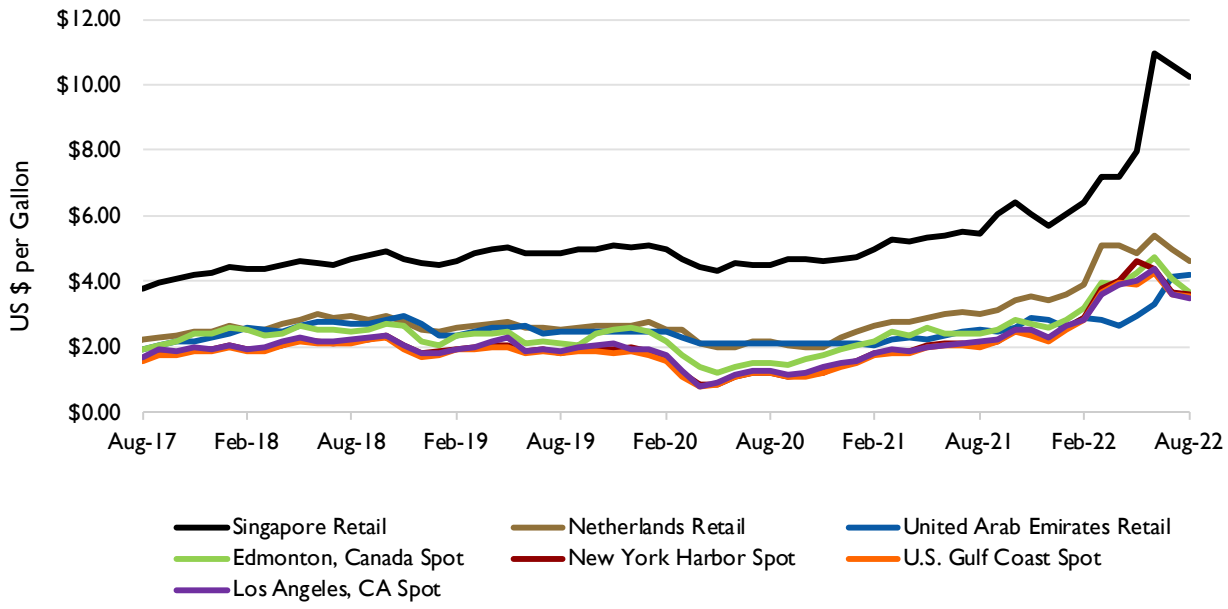
GASOLINE PRICES (MONTHLY AVERAGE) (2)



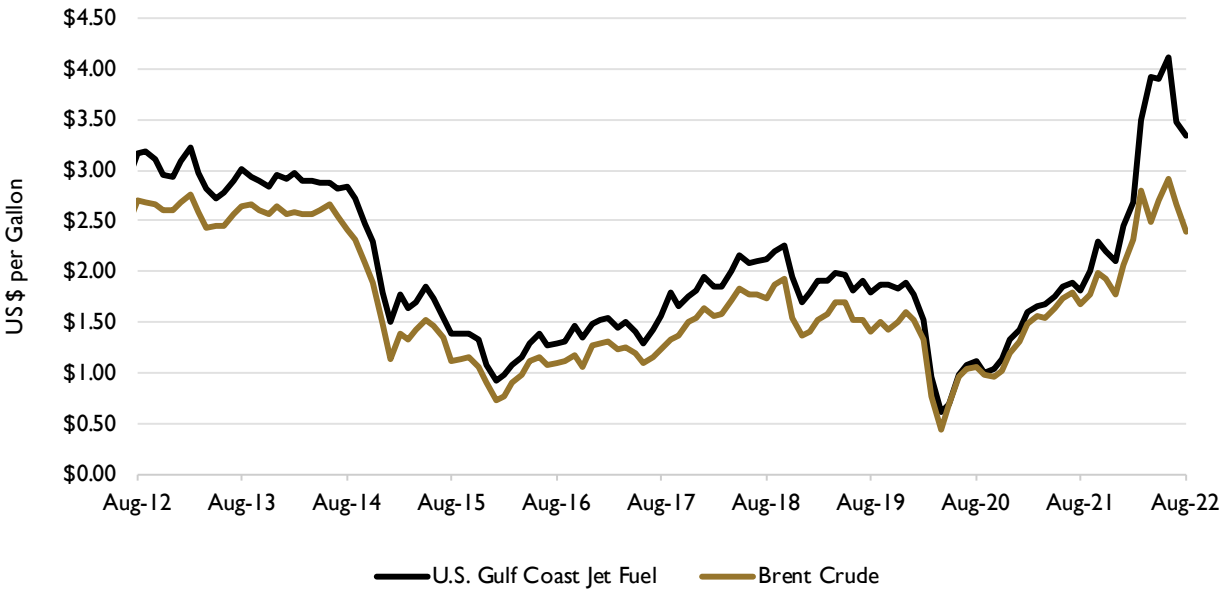
DATA CENTER

OIL

DIESEL PRICES (MONTHLY AVERAGE) (3)



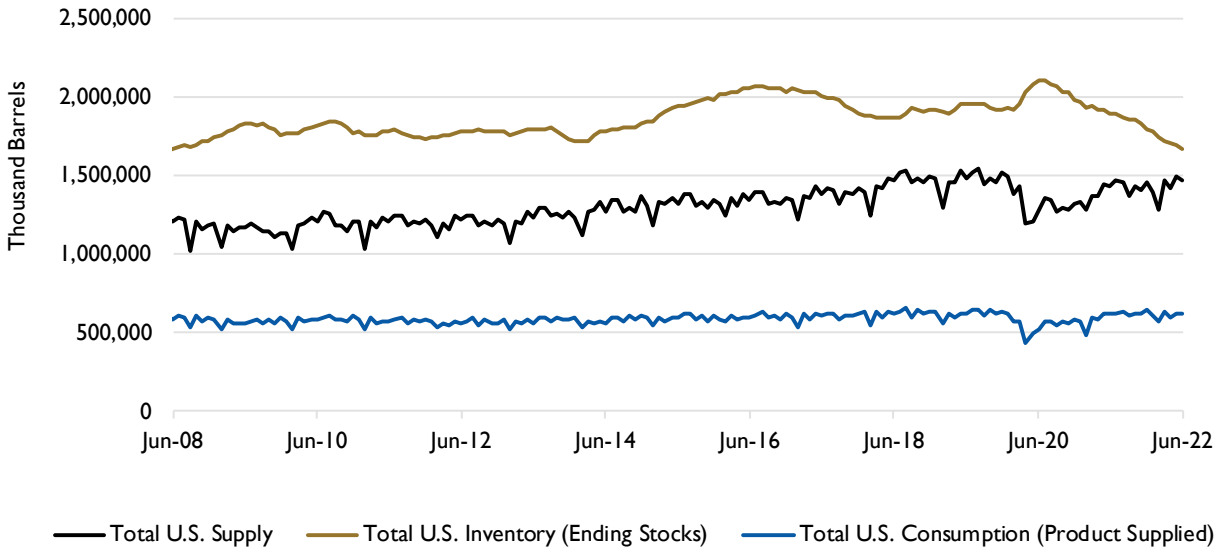
JET FUEL PRICES (MONTHLY AVERAGE) (4)



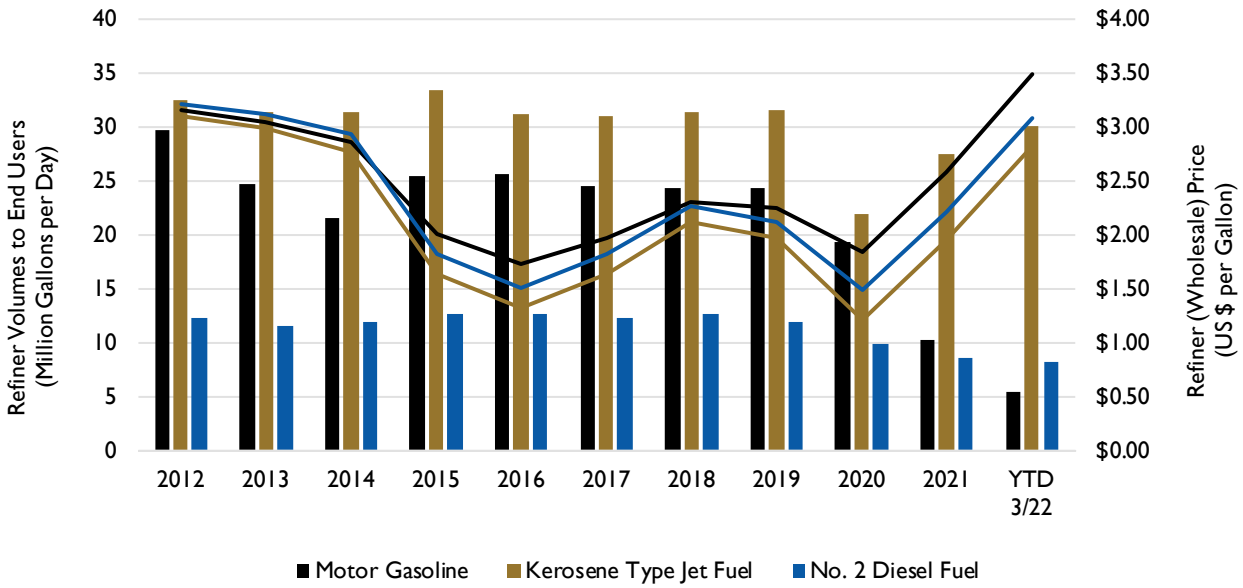
DATA CENTER

OIL

U.S. Crude Oil and Petroleum Products Supply, Inventory and Consumption (Monthly) (5)



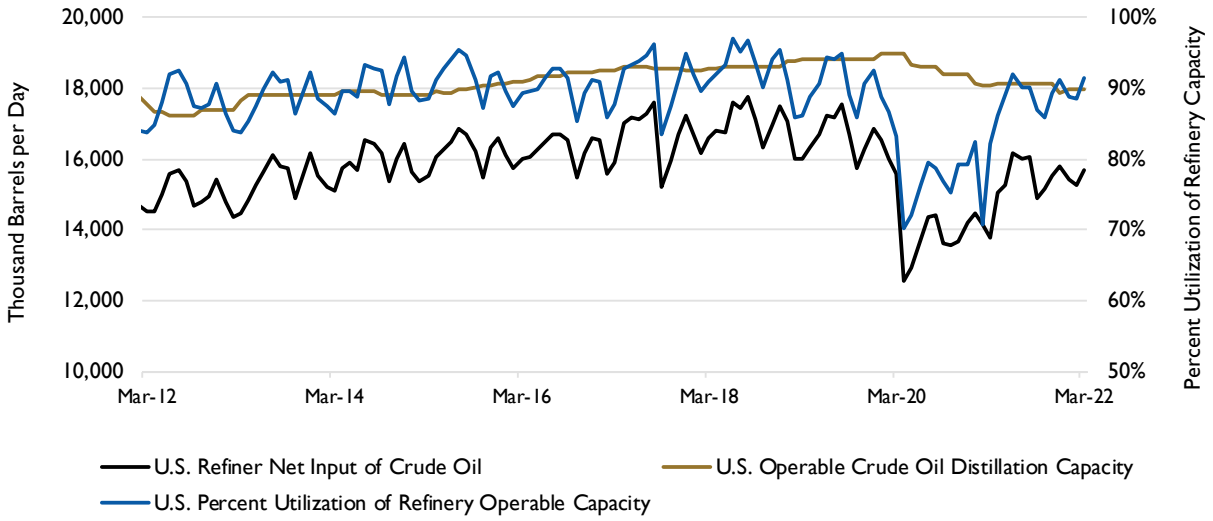
U.S. Refinery Volumes and Wholesale Prices of Petroleum Products (Annual Average) (6)



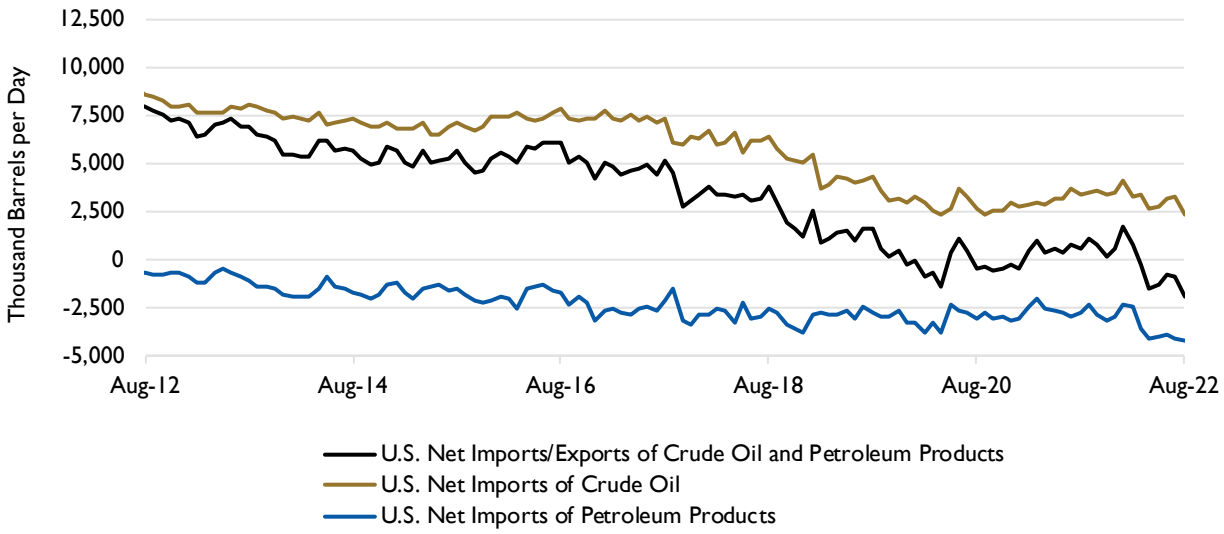
DATA CENTER

OIL

U.S. Crude Oil Refinery Input, Distillation Capacity and Refinery Utilization (Monthly Average) (7)



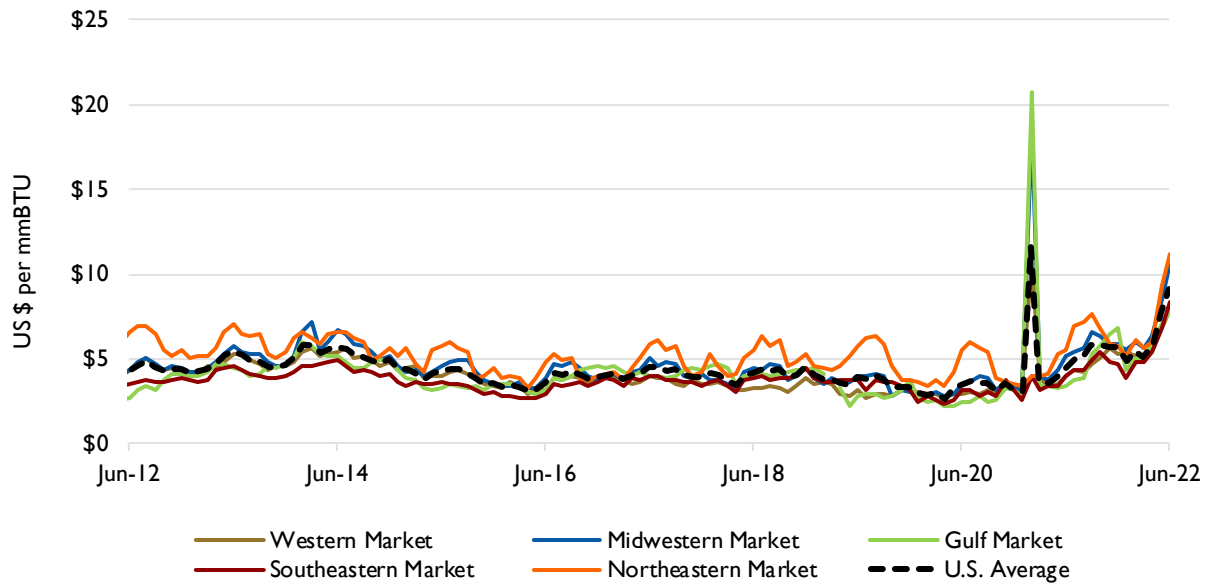
U.S. Crude Oil and Petroleum Products Imports and Exports (Monthly Average) (8)



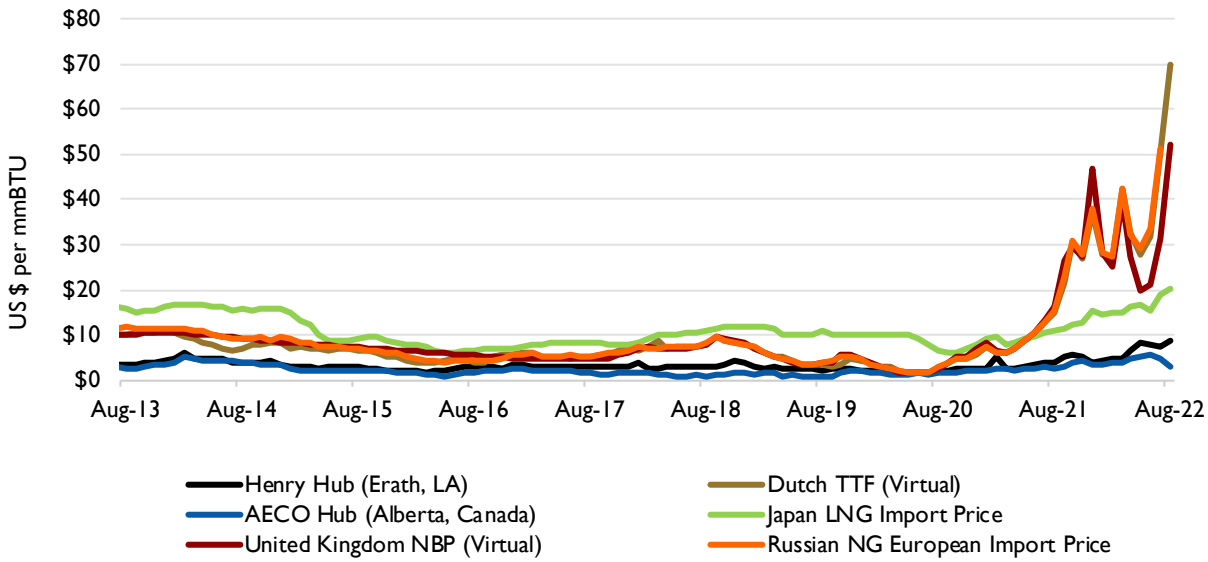
DATA CENTER

NATURAL GAS

DOMESTIC NATURAL GAS CITYGATE PRICES PER REGION (MONTHLY AVERAGE) (9)



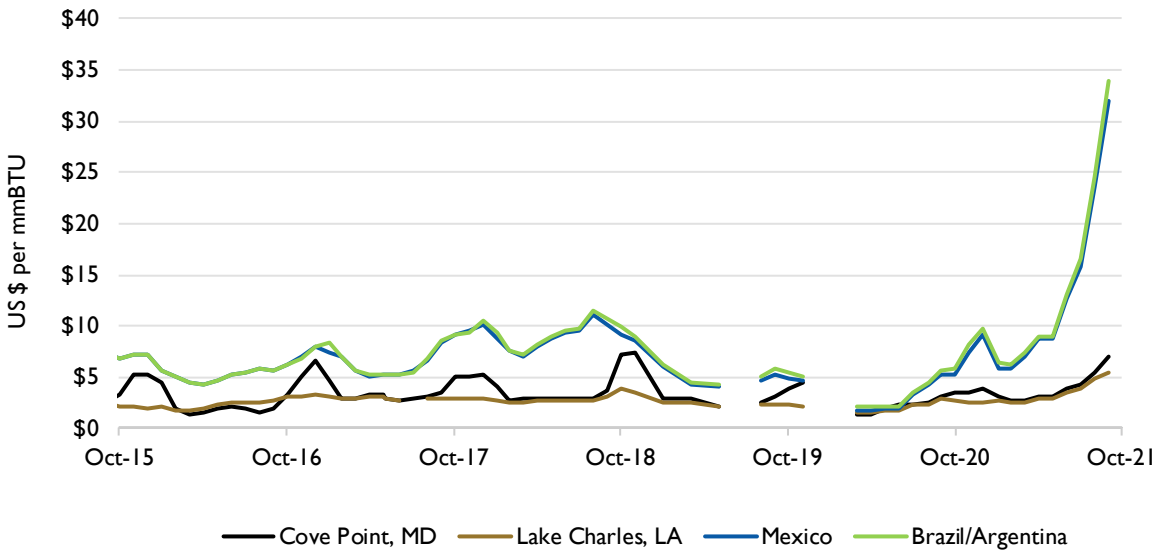
INTERNATIONAL NATURAL GAS PRICES (MONTHLY AVERAGE) (10)



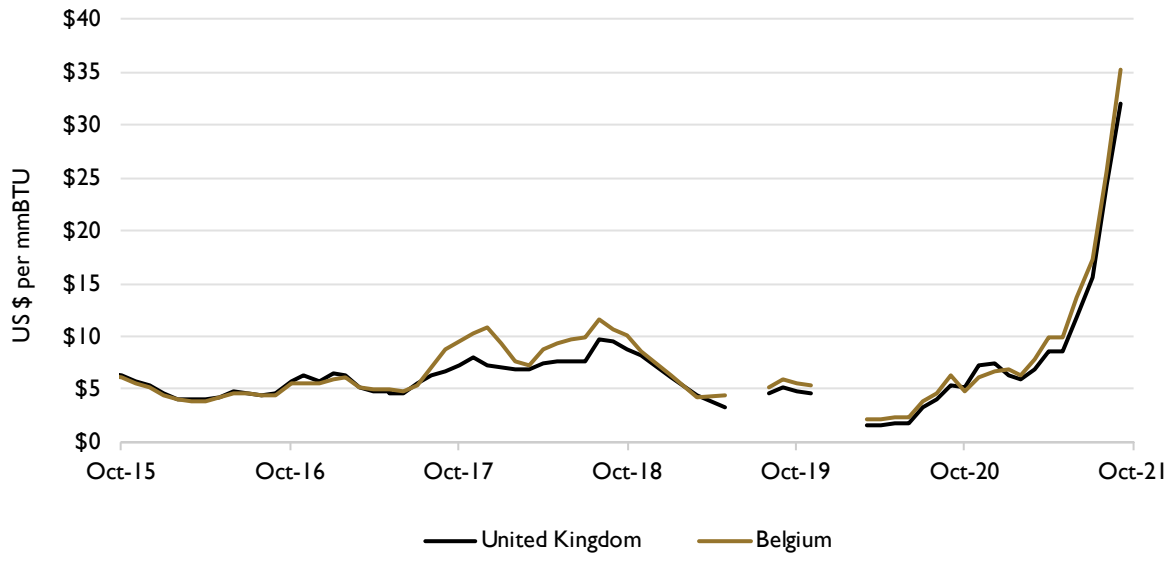
DATA CENTER

NATURAL GAS

AMERICAS LIQUEFIED NATURAL GAS PRICES (MONTHLY AVERAGE) (11)



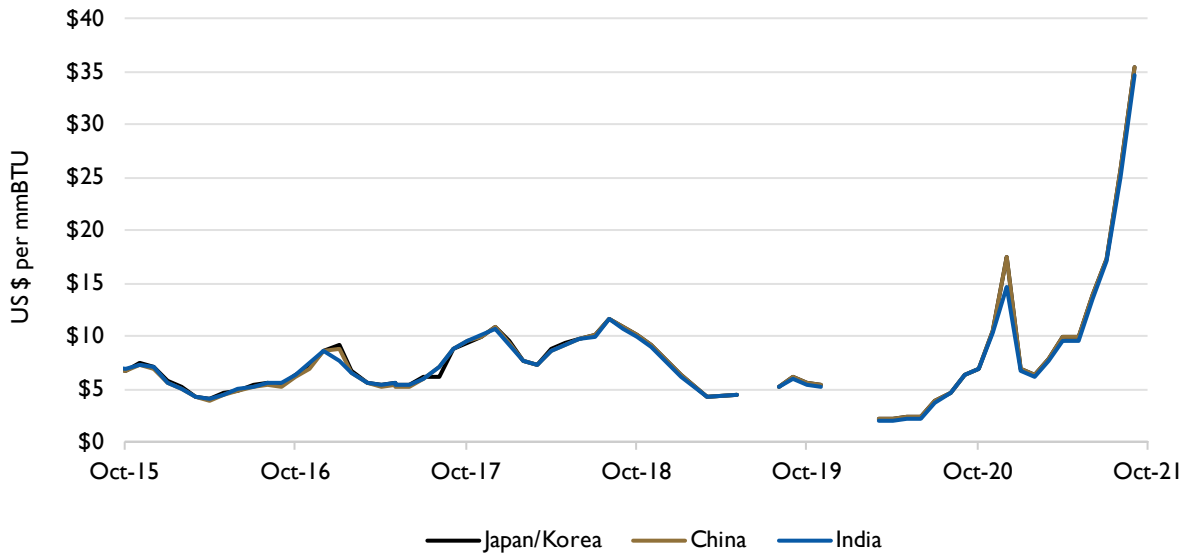
WESTERN EUROPE LIQUEFIED NATURAL GAS PRICES (MONTHLY AVERAGE) (12)



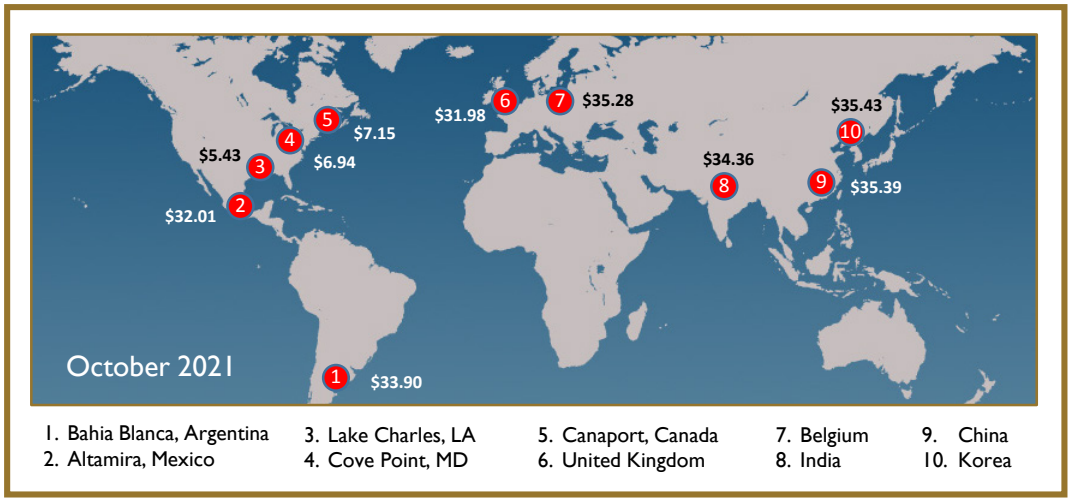
DATA CENTER

NATURAL GAS

ASIA LIQUEFIED NATURAL GAS PRICES (MONTHLY AVERAGE) (13)



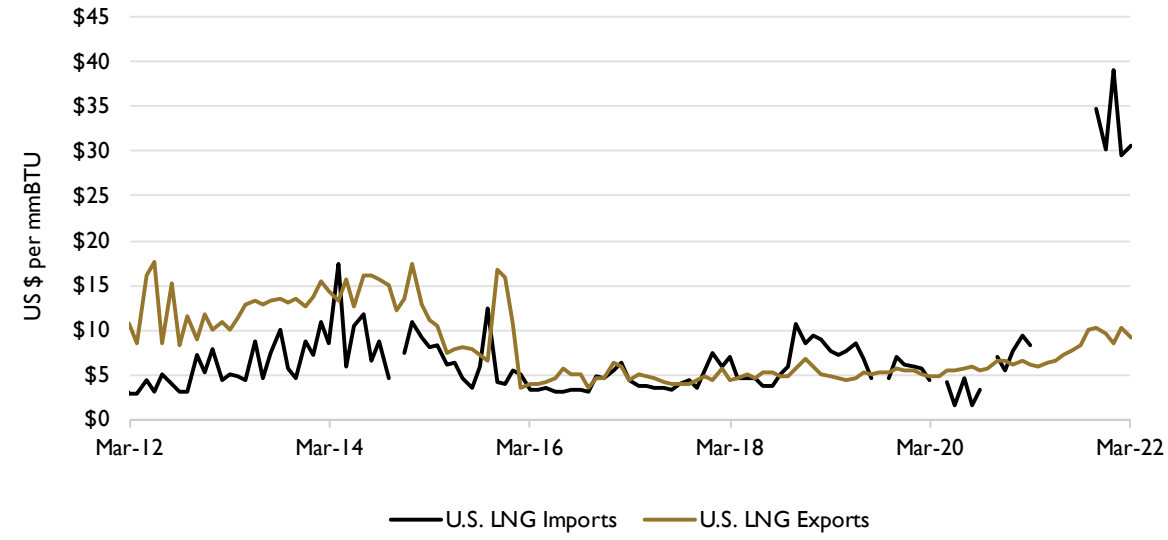
WORLD LIQUEFIED NATURAL GAS PRICES MAP (MONTHLY AVERAGE) (14)



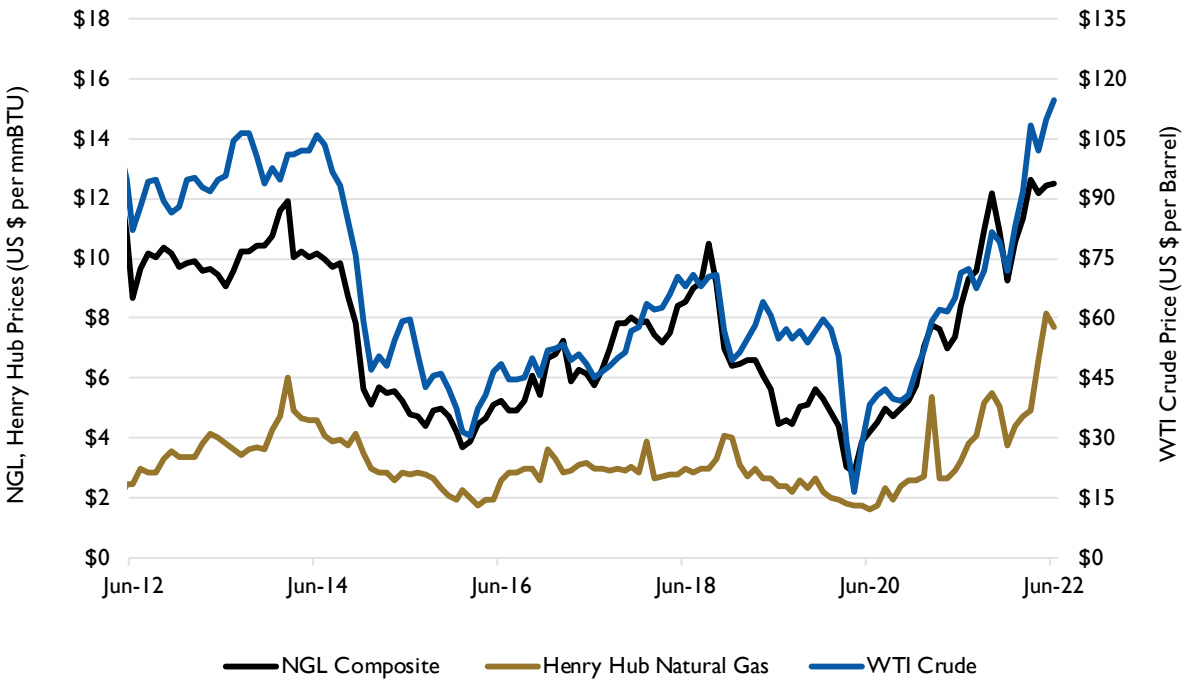
DATA CENTER

NATURAL GAS

U.S. IMPORT / EXPORT LIQUEFIED NATURAL GAS PRICES (MONTHLY AVERAGE) (15)



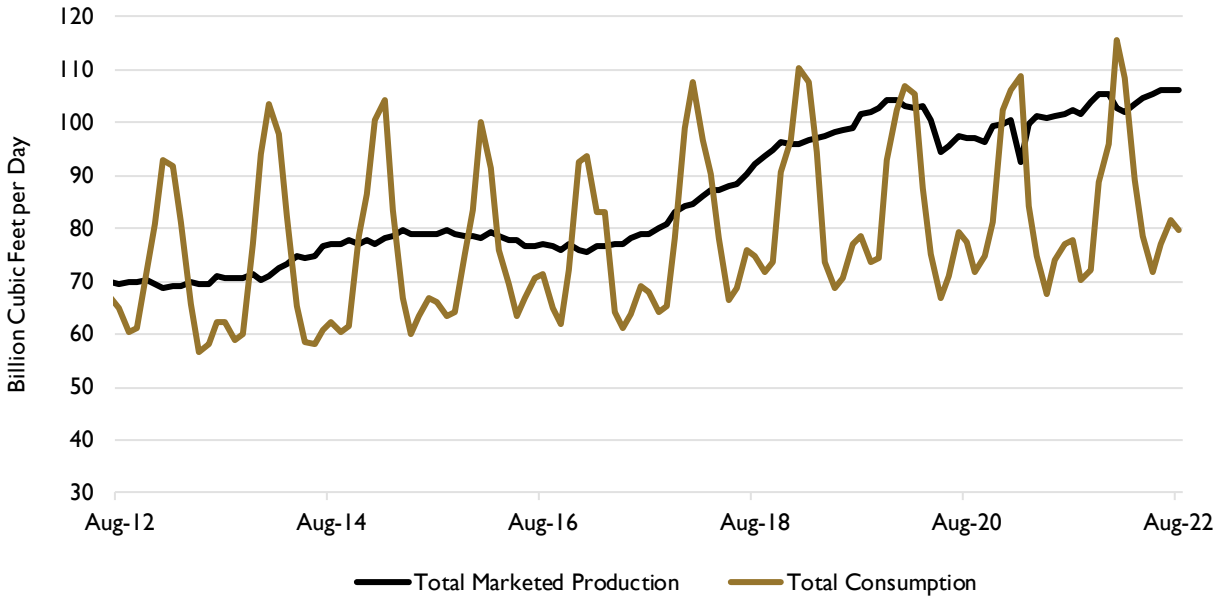
NATURAL GAS PLANT LIQUIDS PRICES (MONTHLY AVERAGE) (16)



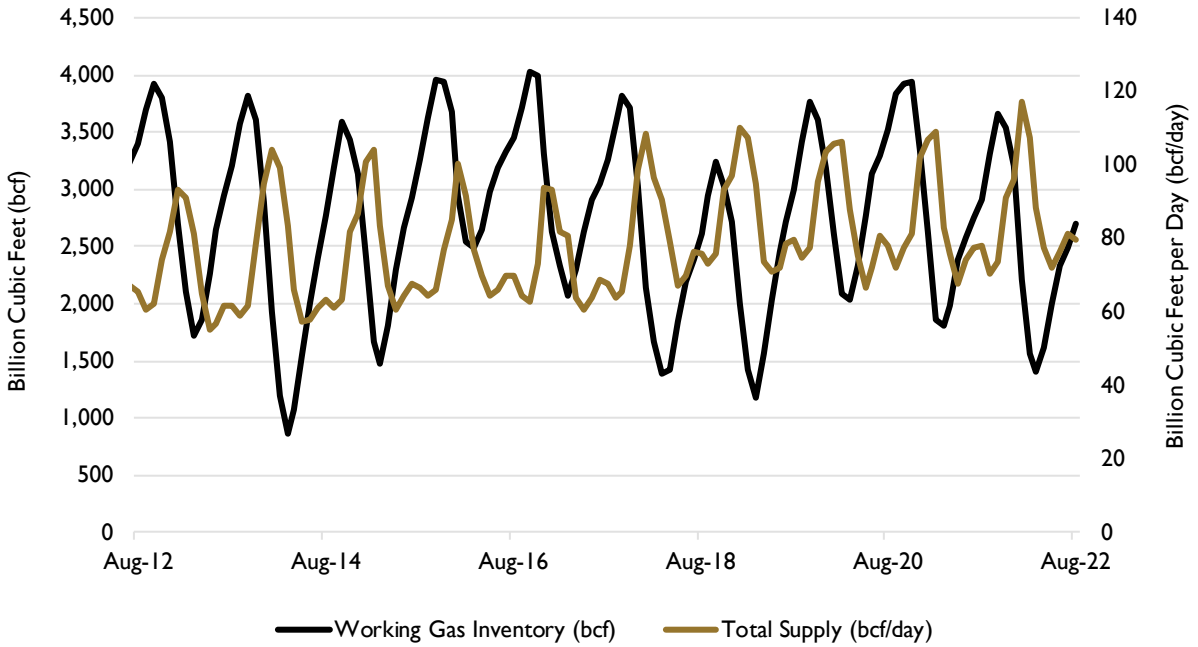
DATA CENTER

NATURAL GAS

U.S. Natural Gas Production and Consumption (Monthly) (17)



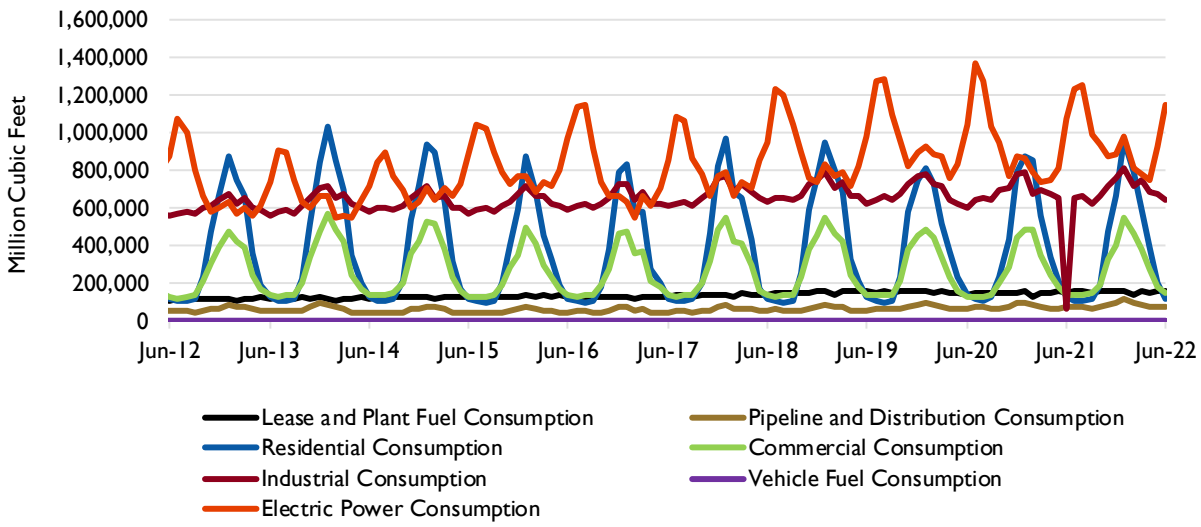
U.S. Natural Gas Supply and Inventory (Monthly) (18)



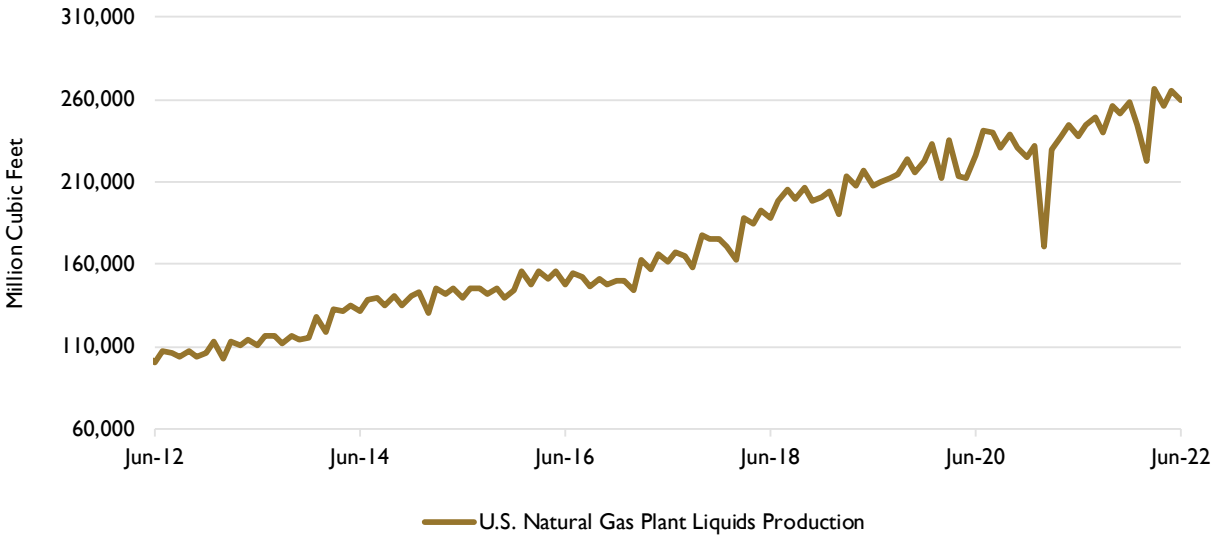
DATA CENTER

NATURAL GAS

U.S. NATURAL GAS CONSUMPTION BY END USE (MONTHLY) (19)



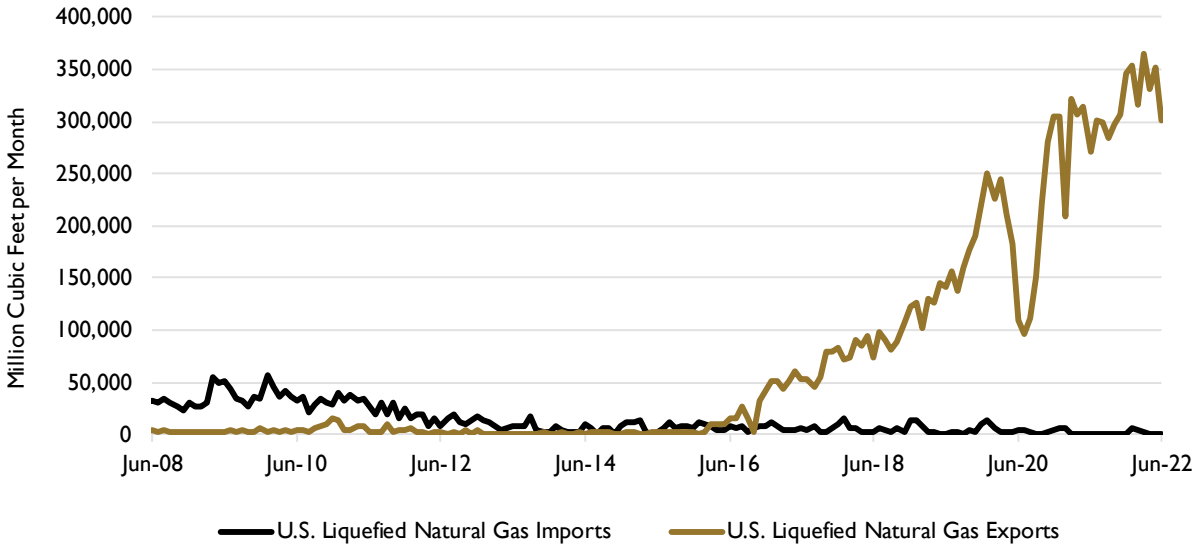
U.S. NATURAL GAS PLANT LIQUIDS PRODUCTION (MONTHLY) (20)



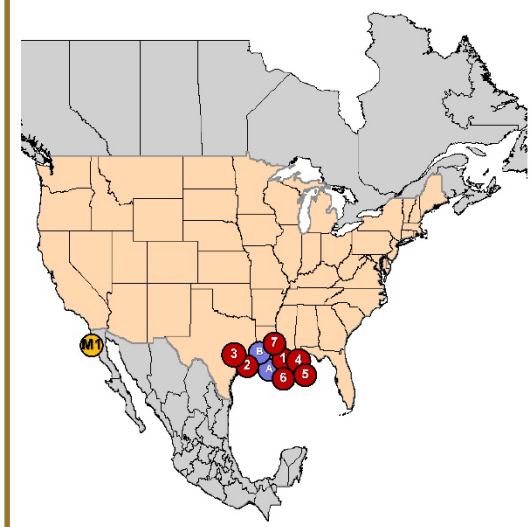
DATA CENTER

NATURAL GAS

U.S. LIQUEFIED NATURAL GAS IMPORT AND EXPORT VOLUMES (MONTHLY) (21)



NORTH AMERICAN LNG EXPORT TERMINALS – *PROPOSED* (22)



UNITED STATES

PROPOSED TO FERC
Pending Applications:
1. **Cameron Parish, LA:** 1.18 Bcfd (Commonwealth, LNG) (CP19-502)
2. **Port Arthur, TX:** 1.86 Bcfd (Sempra - Port Arthur LNG Trains 3 & 4) (CP20-55)
3. **Freeport, TX:** 0.24 Bcfd (Freeport LNG uprate) (CP21-470
4. **Cameron Parish, LA:** 1.45 Bcfd (Venture Global CP2 Blocks 1-9) (CP22-21)
5. **Cameron Parish, LA:** .057 Bcfd (Venture Global Calcasieu Pass) (CP22-25)
6. **Hackberry, LA:** -0.45 Bcfd (Sempra - Cameron LNG Vacate T5 & modify T4) (CP22-41)
7. **Plaquemines Parish, LA:** 0.45 Bcfd (Venture Global Plaquemines) (CP22-92)

Projects in Pre-filing:
A. LaFourche Parish, LA: 0.65 Bcfd (Port Fourchon LNG) (PF17-9)
B. Plaquemines Parish, LA: 2.76 Bcfd (Delta LNG - Venture Global) (PF19-4)

CANADA
For Canadian LNG Import and Proposed Export Facilities:

https://www.nrcan.gc.ca/energy/natural-gas/5683

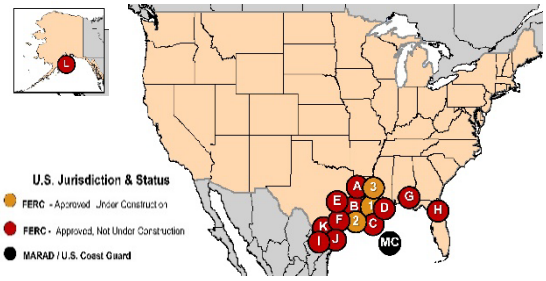
MEXICO (Projects in advanced planning/development stages)
M1. Baja California, MX: 0.4 Bcfd (Sempra – Energía Costa Azul Phase 1)

As of September 6, 2022

DATA CENTER

NATURAL GAS

NORTH AMERICAN LNG IMPORT/EXPORT TERMINALS – *APPROVED* (23)



Import Terminals (Not Shown on Map)

UNITED STATES As of May 24, 2022

APPROVED - UNDER CONSTRUCTION - FERC
None

APPROVED – NOT UNDER CONSTRUCTION – FERC
1. Kenai, AK: .007 Bcfd (Trans-Foreland – Kenai LNG) (CP15-521)

APPROVED - NOT UNDER CONSTRUCTION - MARAD/Coast Guard
A. Gulf of Mexico: 1.0 Bcfd (Main Pass Energy Hub)
B. Gulf of Mexico: 1.4 Bcfd (TORP Technology-Bienville LNG)

CANADA
For Canadian LNG Import and Proposed Export Facilities go to:
https://www.nrcan.gc.ca/energy/natural-gas/5683

Export Terminals (Shown on Map)

UNITED STATES As of September 6, 2022

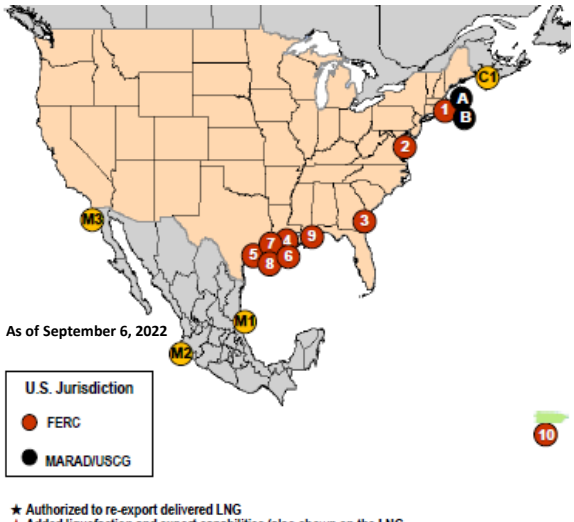
FERC – APPROVED, UNDER CONSTRUCTION
1. Cameron Parish, LA: 0.92 Bcfd (Venture Global Calcasieu Pass Units 5-9) (CP15-550)
2. Sabine Pass, TX: 2.26 Bcfd (ExxonMobil – Golden Pass) (CP14-517, CP20-459)
3. Plaquemines Parish, LA: 3.40 Bcfd (Venture Global Plaquemines) (CP17-66)

FERC – APPROVED, NOT UNDER CONSTRUCTION
A. Lake Charles, LA: 2.2 Bcfd (Lake Charles LNG) (CP14-120)
B. Lake Charles, LA: 1.186 Bcfd (Magnolia LNG) (CP14-347)
C. Hackberry, LA: 1.41 Bcfd (Sempra - Cameron LNG Trains 4 & 5) (CP15-560)
D. Calcasieu Parish, LA: 4.0 Bcfd (Driftwood LNG) (CP17-117)
E. Port Arthur, TX: 1.86 Bcfd (Sempra - Port Arthur LNG Trains 1 & 2) (CP17-20)
F. Freeport, TX: 0.72 Bcfd (Freeport LNG Dev Train 4) (CP17-470)
G. Pascagoula, MS: 1.5 Bcfd (Gulf LNG Liquefaction) (CP15-521)
H. Jacksonville, FL: 0.132 Bcf/d (Eagle LNG Partners) (CP17-41)
I. Brownsville, TX: 0.55 Bcfd (Texas LNG Brownsville) (CP16-116)
J. Brownsville, TX: 3.6 Bcfd (Rio Grande LNG – NextDecade) (CP16-454)
K. Corpus Christi, TX: 1.86 Bcfd (Cheniere Corpus Christi Stage III) (CP18-512)
L. Nikiski, AK: 2.63 Bcfd (Alaska Gasline) (CP17-178)

MARAD/USCG – APPROVED, NOT UNDER CONSTRUCTION
MC. Gulf of Mexico: 1.8 Bcfd (Delfin LNG)

CANADA - LNG IMPORT AND PROPOSED EXPORT FACILITIES
https://www.nrcan.gc.ca/energy/natural-gas/5683

NORTH AMERICAN LNG IMPORT/EXPORT TERMINALS – *EXISTING* (24)



★ Authorized to re-export delivered LNG
★ Added liquefaction and export capabilities (also shown on the LNG Export Terminals Existing map)

Import Terminals (Shown on Map)

UNITED STATES
1. Everett, MA: 1.035 Bcfd (GDF SUEZ - DOMAC)
2. Cove Point, MD: 1.8 Bcfd (Dominion - Cove Point LNG) ★
3. Elba Island, GA: 1.6 Bcfd (El Paso - Southern LNG) ★
4. Lake Charles, LA: 2.1 Bcfd (Southern Union – Corpus Christi LNG) ★
5. Freeport, TX: 1.5 Bcfd (Cheniere/Freeport LNG Dev.) ★★
6. Sabine, LA: 4.0 Bcfd (Cheniere/Sabine Pass LNG) ★★
7. Hackberry, LA: 1.8 Bcfd (Sempra - Cameron LNG) ★
8. Sabine Pass, TX: 2.0 Bcfd (ExxonMobil – Golden Pass) (Phase I & II)
9. Pascagoula, MS: 1.5 Bcfd (El Paso/Crest/Sonangol - Gulf LNG Energy)
10. Peñuelas, PR: 0.3 Bcfd (EcoElectrica)

MARAD/USCG
A. Offshore MA: 0.8 Bcfd (Excelerate Energy – Northeast Gateway)
B. Offshore MA: 0.4 Bcfd (GDF SUEZ – Neptune LNG)

CANADA
C1. Saint John, NB: 1.0 Bcfd (Repsol/Fort Reliance - Canaport LNG)

MEXICO
M1. Altamira, Tamulipas: 0.7 Bcfd (Shell/Total/Mitsui – Altamira LNG)
M2. Baja California, MX: 1.0 Bcfd (Sempra – Energia Costa Azul)
M3. Manzanillo, MX: 0.5 Bcfd (KMS GNL de Manzanillo)

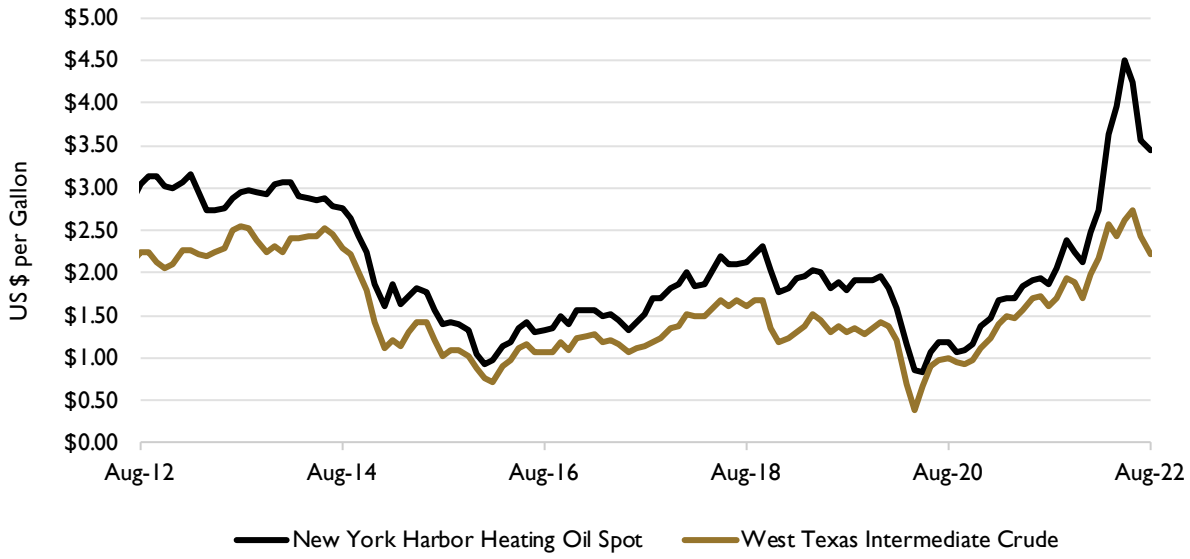
Export Terminals (Not Shown on Map)

1. Kenai, AK: 0.2 Bcfd (Trans-Foreland)
2. Sabine, LA: 4.55 Bcfd (Cheniere/Sabine Pass LNG – Trains 1-6)
3. Cove Point, MD: 0.82 Bcfd (Dominion–Cove Point LNG)
4. Corpus Christi, TX: 2.40 Bcfd (Cheniere – Corpus Christi LNG Trains 1-3)
5. Hackberry, LA: 2.15 Bcfd (Sempra–Cameron LNG, Trains 1-3)
6. Elba Island, GA: 0.35 Bcd (Southern LNG Company Units 1-10)
7. Freeport, TX: 2.14 Bcfd (Freeport LNG Dev/Freeport LNG Expansion/FLNG Liquefaction Trains 1-3)
8. Cameron Parish, LA: 0.74 Bcfd (Venture Global Calcasieu Pass Units 1-4)

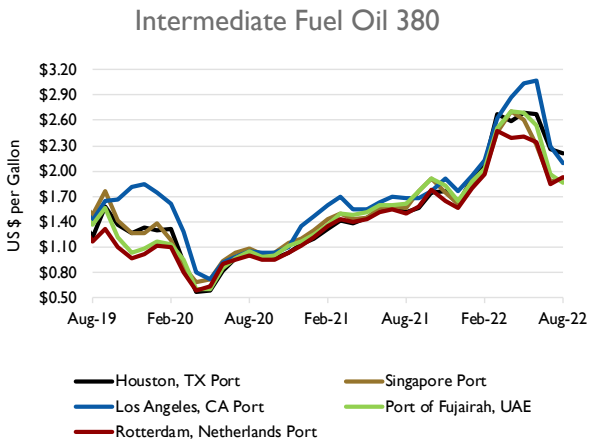
DATA CENTER

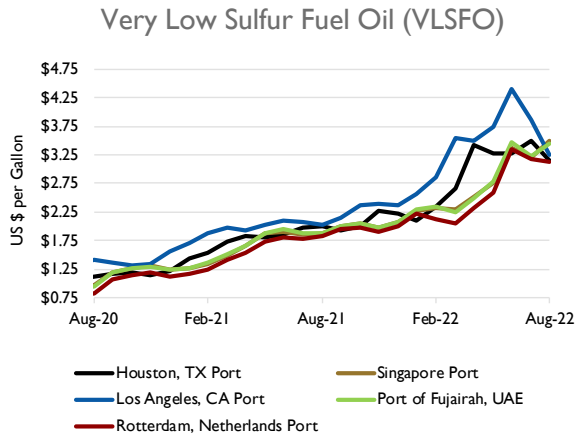
PROPANE AND HEATING/FUEL OIL

HEATING OIL PRICES (MONTHLY AVERAGE) (25)



INTERMEDIATE FUEL OIL AKA "BUNKER FUEL" PRICES (MONTHLY AVERAGE) (26)

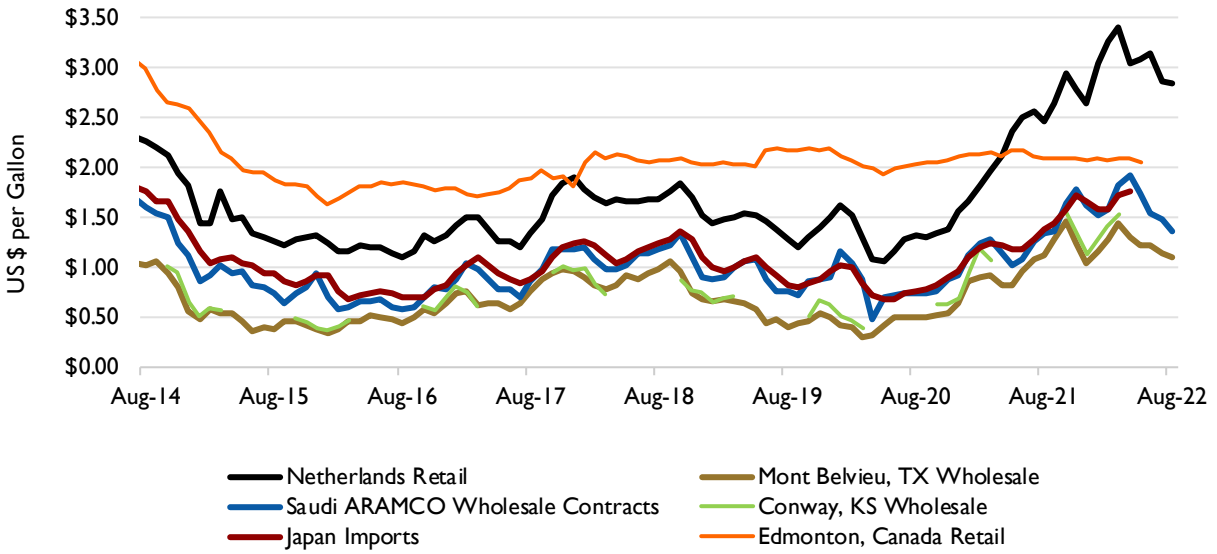




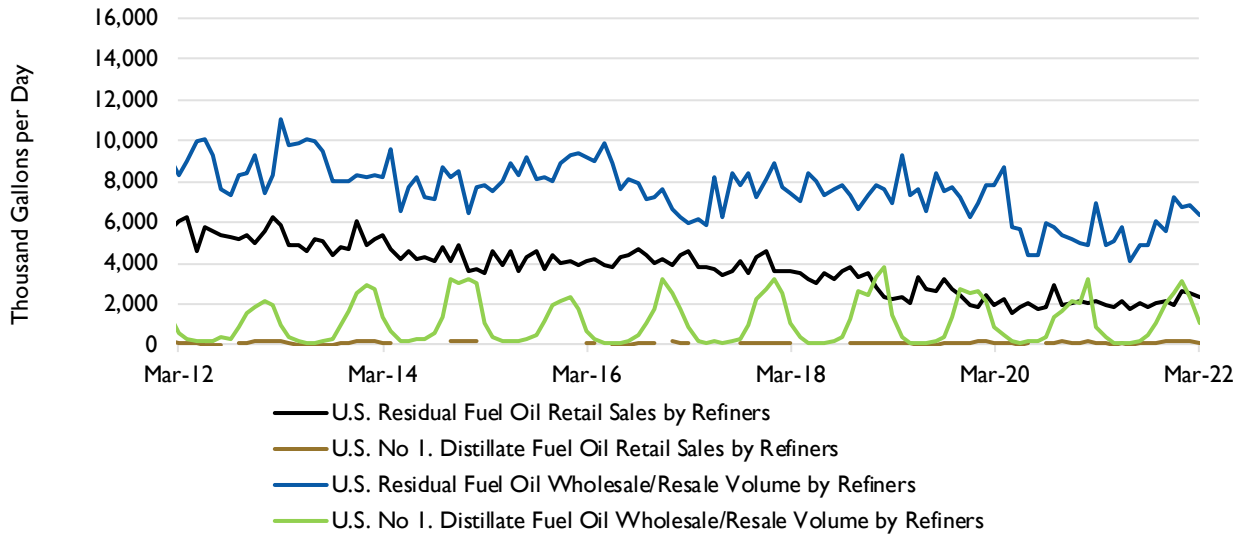
DATA CENTER

PROPANE AND HEATING/FUEL OIL

PROPANE PRICES (MONTHLY AVERAGE) (27)



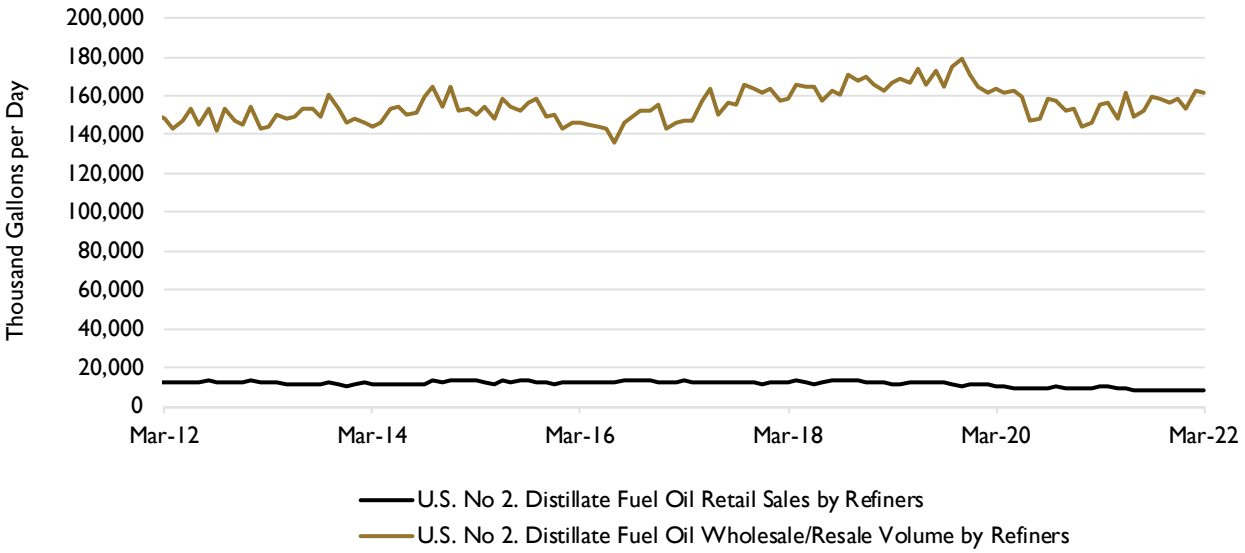
NO. 1 DISTILLATE FUEL OIL, RESIDUAL FUEL OIL WHOLESALE, RETAIL SALES VOLUME BY REFINERS (MONTHLY) (28)



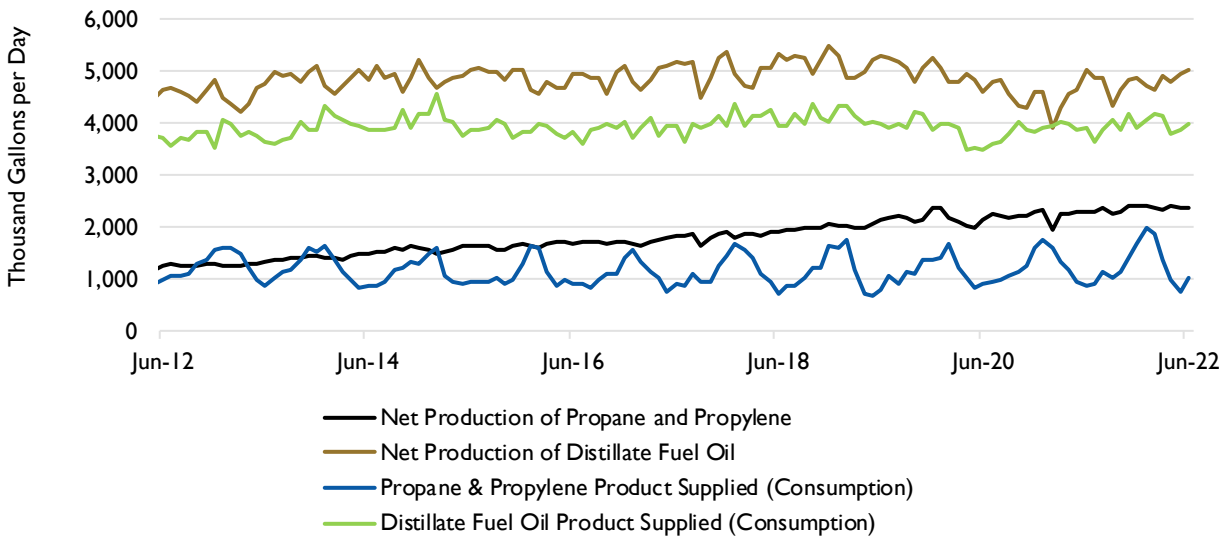
DATA CENTER

PROPANE AND HEATING/FUEL OIL

No. 2 Distillate Fuel Oil Wholesale, Retail Sales Volume by Refiners (Monthly) (29)



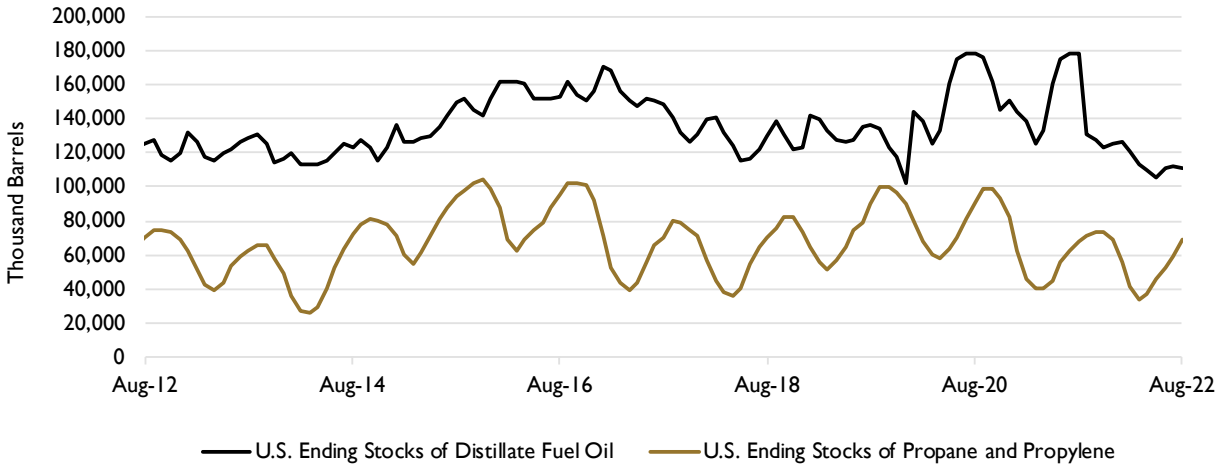
Propane & Propylene and Distillate Fuel Oil Production and Consumption (Monthly) (30)



DATA CENTER

PROPANE AND HEATING/FUEL OIL

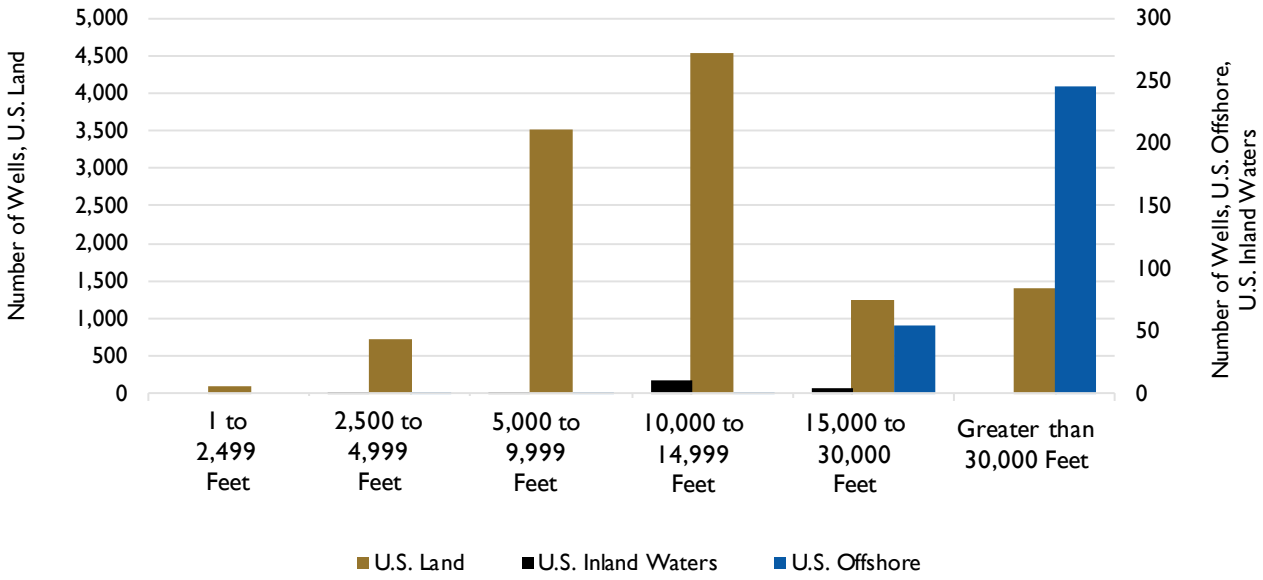
U.S. Ending Stocks of Propane & Propylene and Distillate Fuel Oil (Monthly Average) (31)



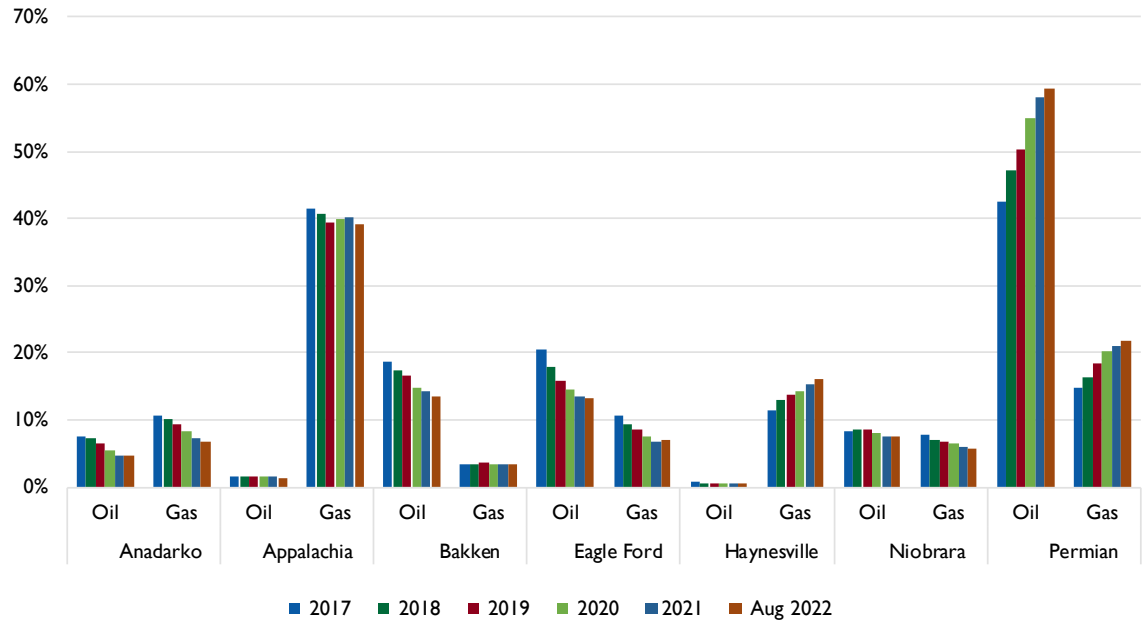
DATA CENTER

DRILLING ACTIVITY

U.S. WELL STARTS BY DEPTH (YEAR TO DATE AUGUST 31, 2022) (32)



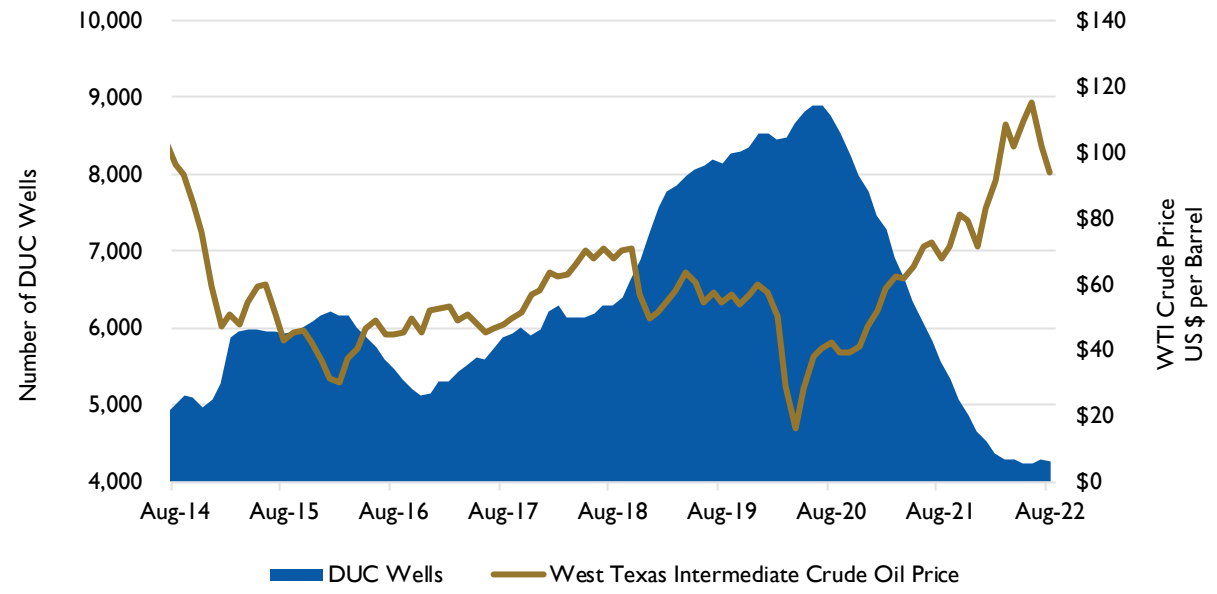
PERCENTAGE OF CRUDE OIL AND NATURAL GAS PRODUCTION PER SHALE REGION (ANNUAL) (33)



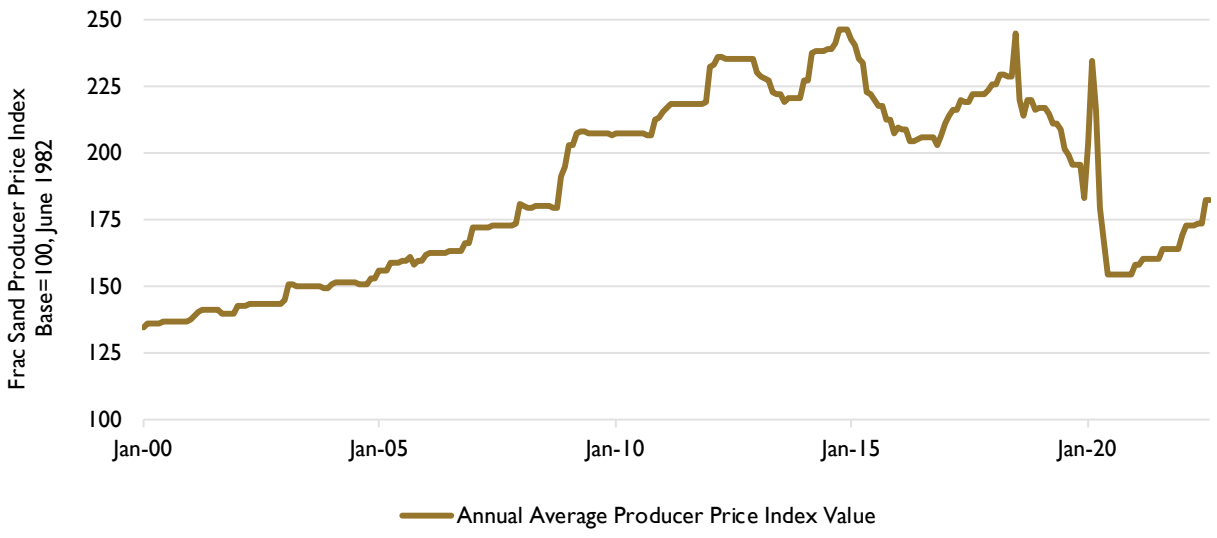
DATA CENTER

DRILLING ACTIVITY

DRILLED BUT UNCOMPLETED (DUC) WELLS VS. CRUDE OIL PRICE (MONTHLY) (34)



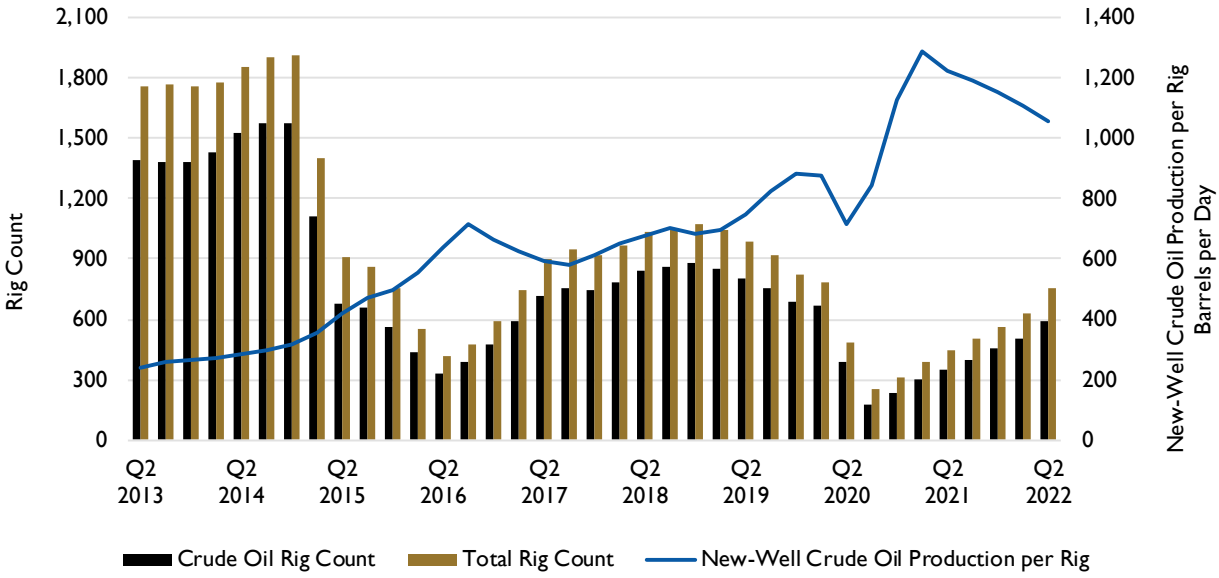
HYDRAULIC FRACTURING SAND PRODUCER PRICE INDEX (MONTHLY) (35)



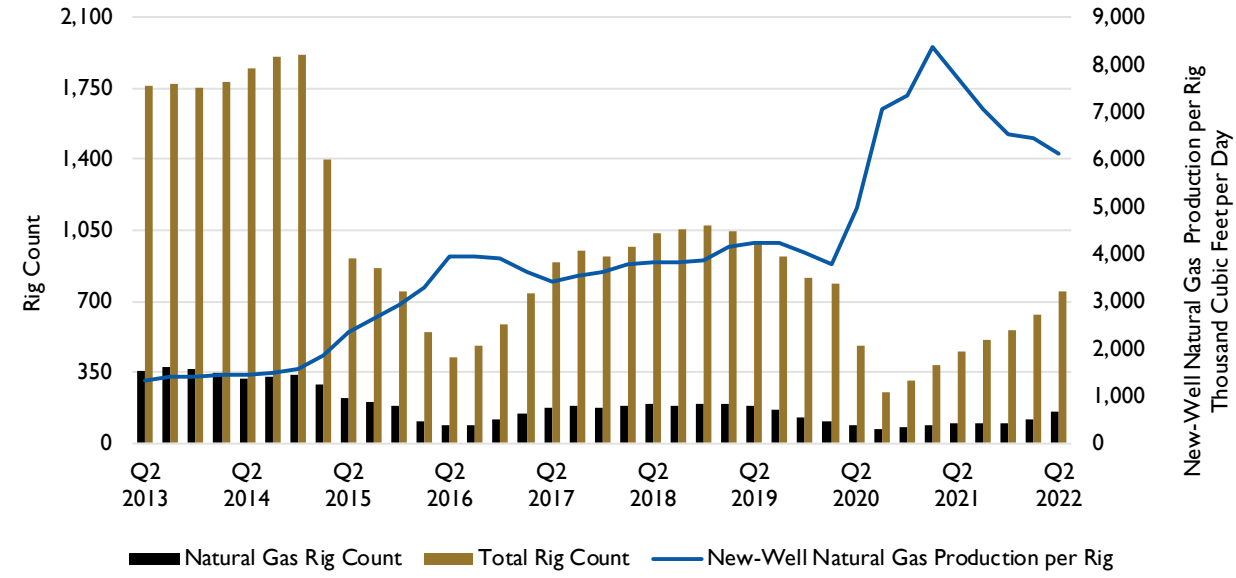
DATA CENTER

DRILLING ACTIVITY

CRUDE OIL PRODUCTION, RIG COUNT AND PRODUCTION PER RIG (QUARTERLY) (36)



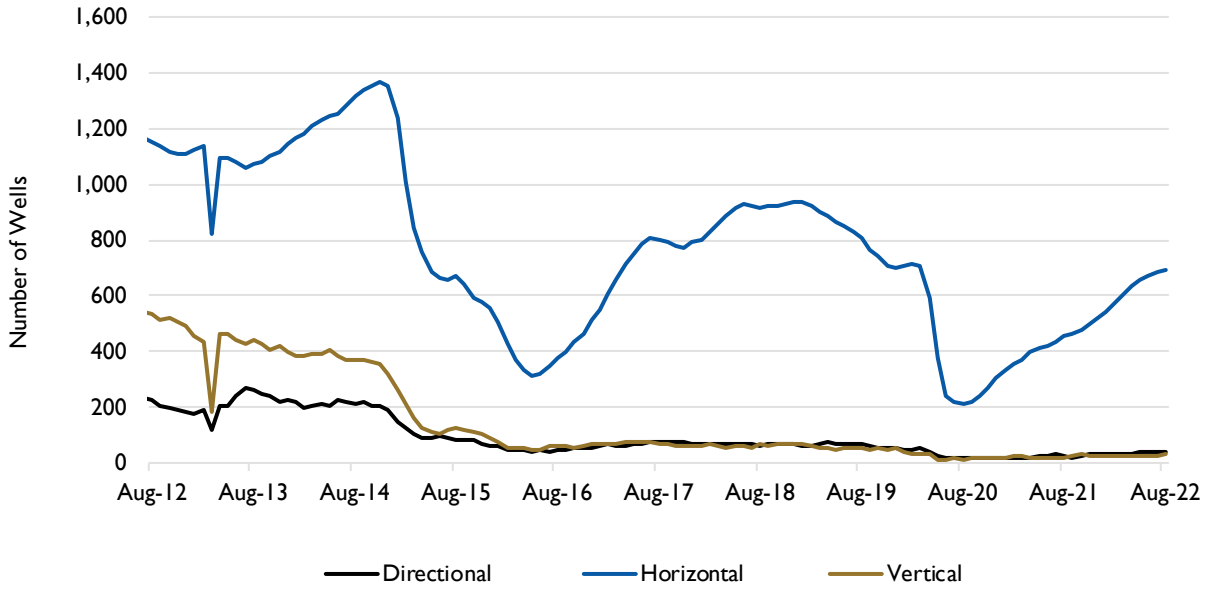
NATURAL GAS PRODUCTION, RIG COUNT AND PRODUCTION PER RIG (QUARTERLY) (37)



DATA CENTER

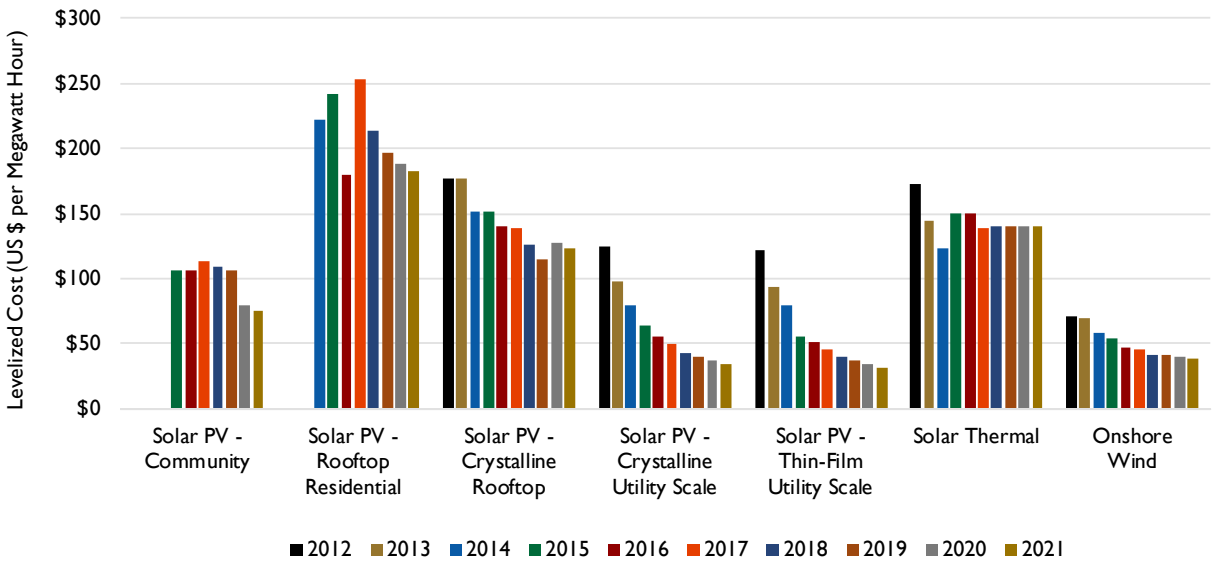
DRILLING ACTIVITY

U.S. DRILLING RIGS BY TYPE (MONTHLY) (38)



RENEWABLES

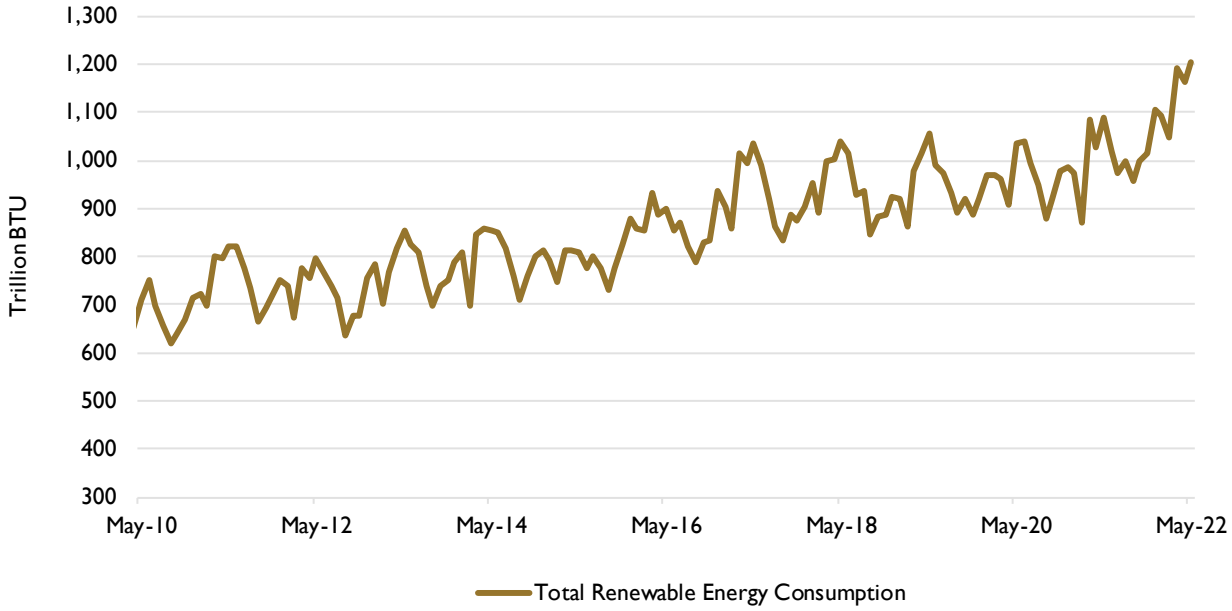
WIND AND SOLAR PRICES (ANNUAL AVERAGE) (39)



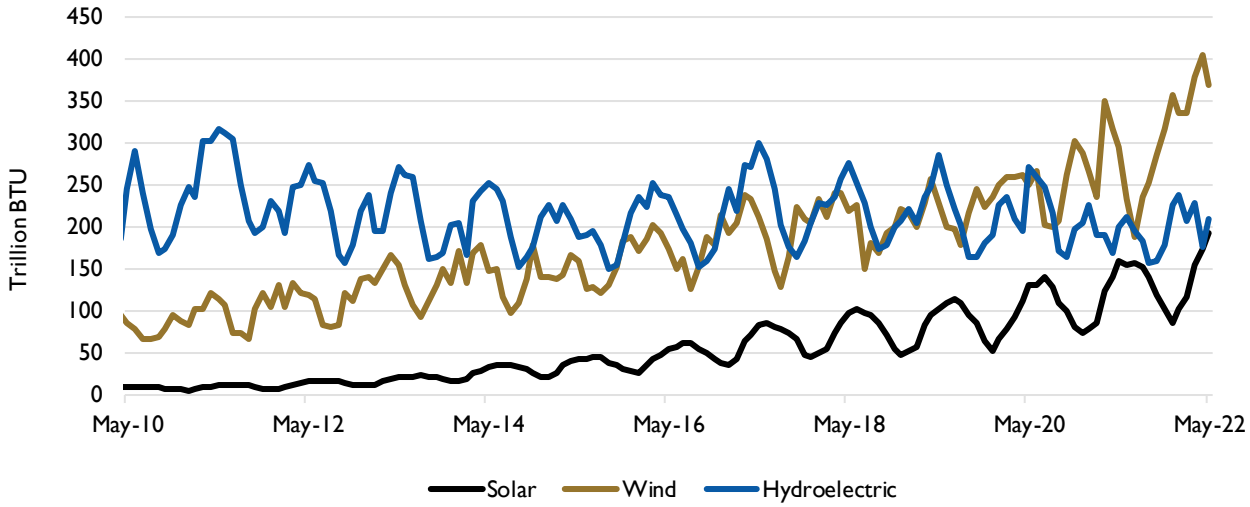
DATA CENTER

RENEWABLES

U.S. TOTAL RENEWABLE ENERGY CONSUMPTION (MONTHLY) (40)



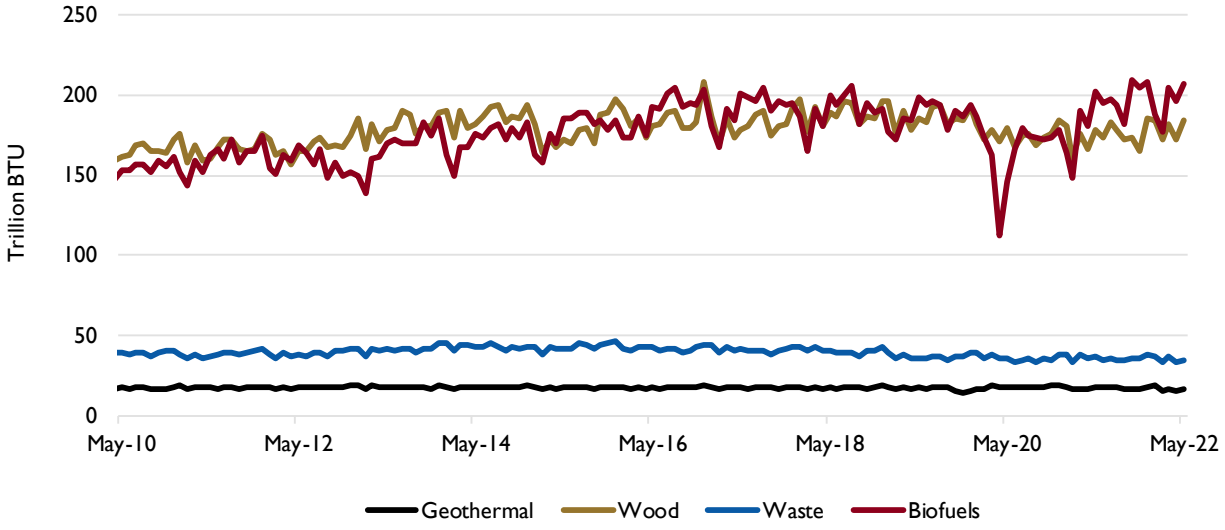
U.S. SOLAR, WIND AND HYRDOELECTRIC ENERGY CONSUMPTION (MONTHLY) (41)



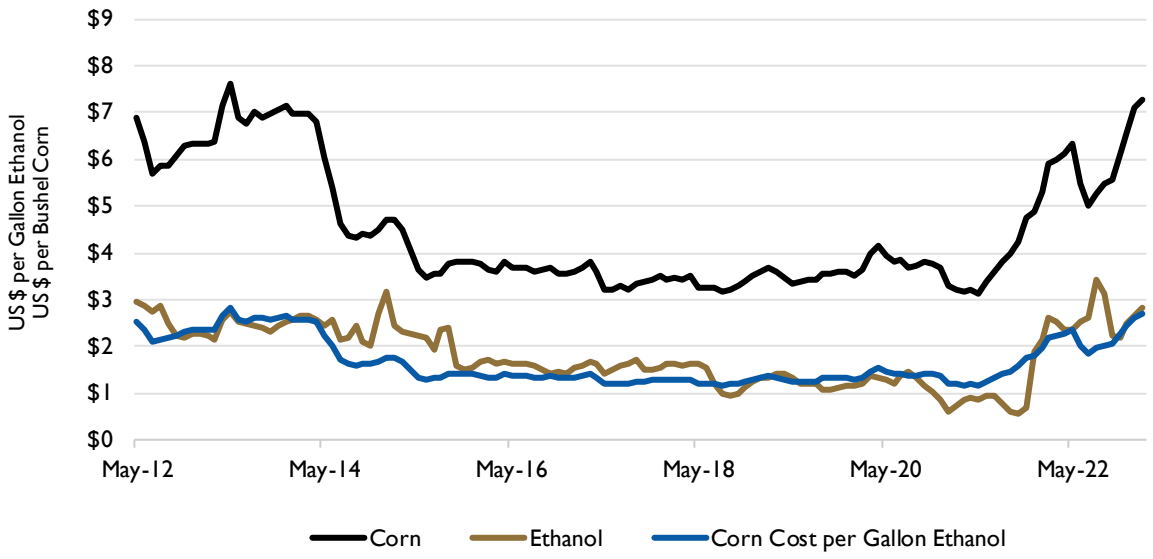
DATA CENTER

RENEWABLES

U.S. WOOD, WASTE, BIOFUELS AND GEOTHERMAL ENERGY CONSUMPTION (MONTHLY) (42)



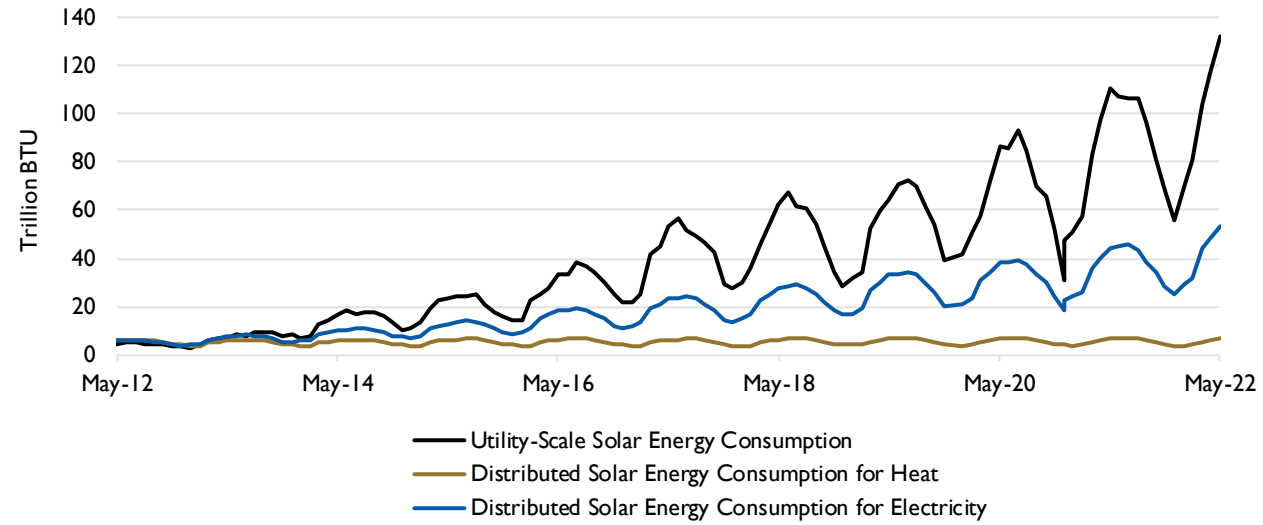
CORN AND ETHANOL PRICES AND CORN COST PER GALLON OF ETHANOL (QUARTERLY) (43)



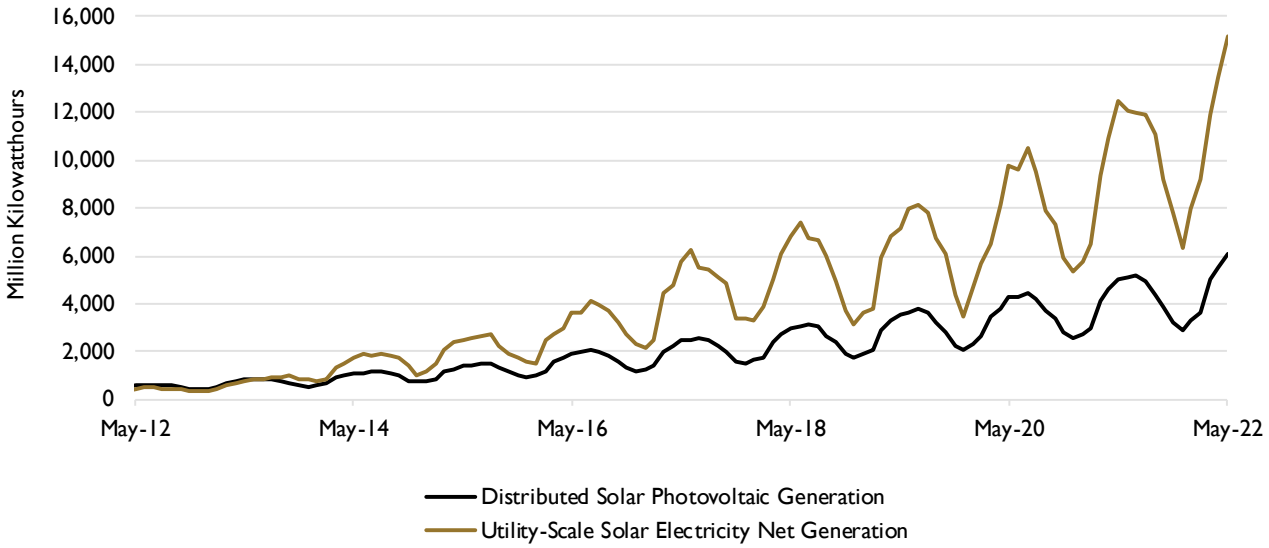
DATA CENTER

RENEWABLES

U.S. Solar Energy Consumption (Monthly) (44)



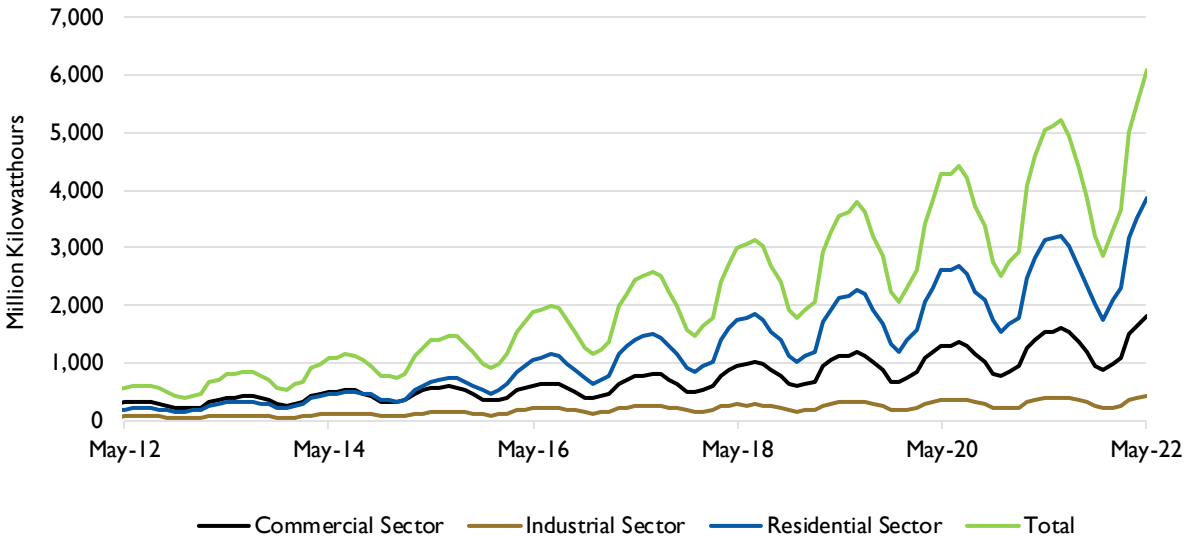
U.S. Solar Energy Net Generation (Monthly) (45)



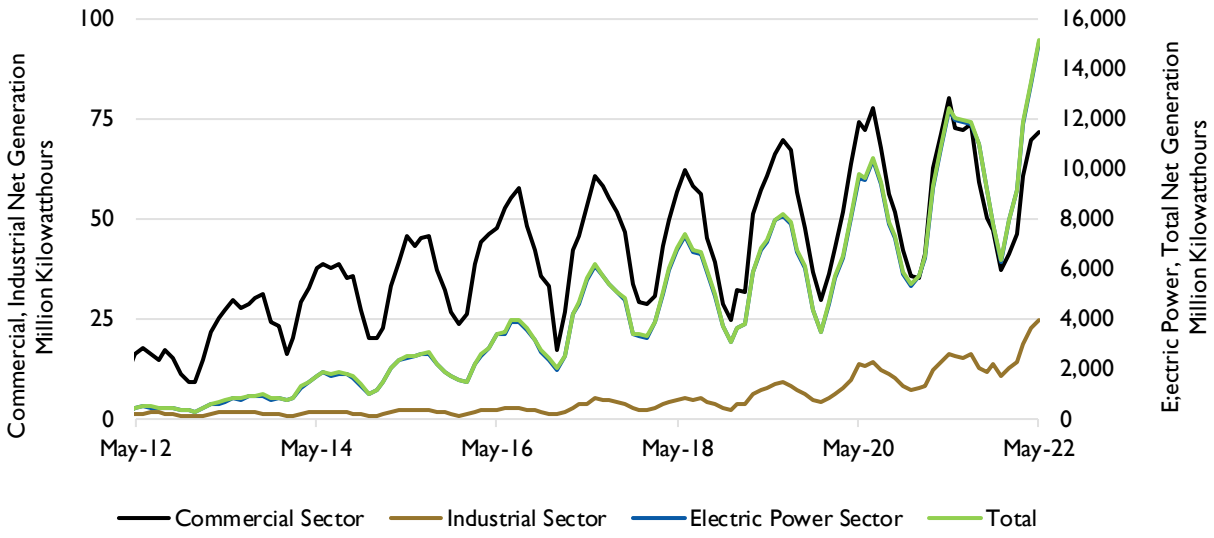
DATA CENTER

RENEWABLES

DISTRIBUTED SOLAR PHOTOVOLTAIC GENERATION BY SECTOR (MONTHLY) (46)



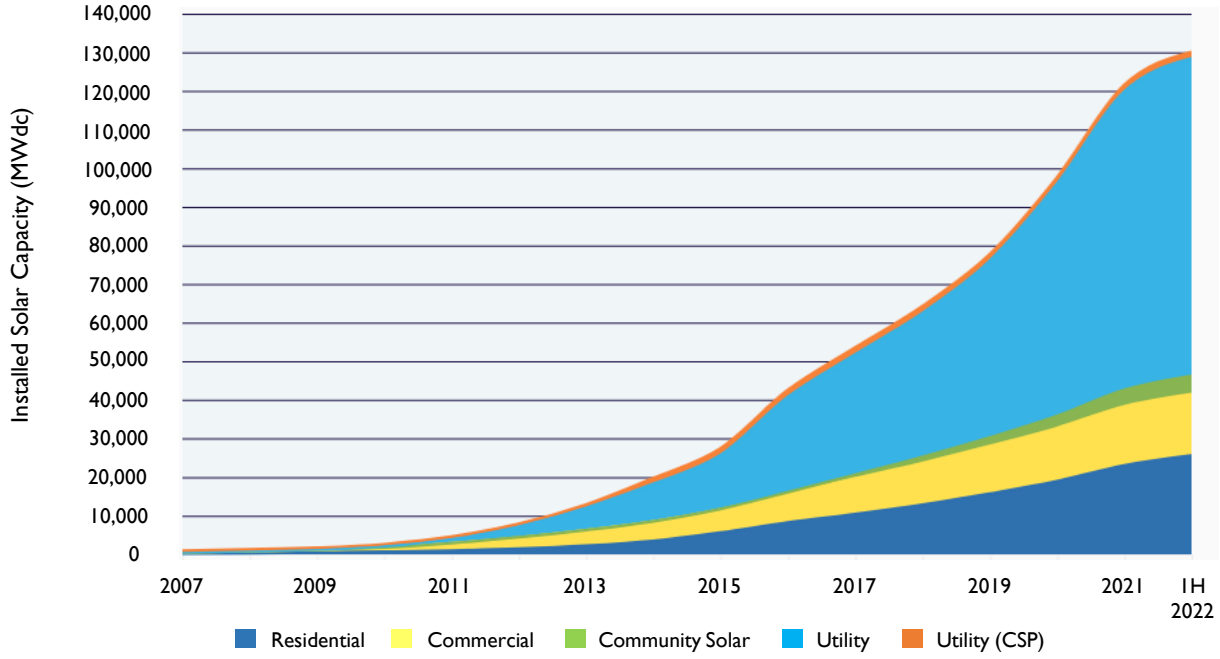
UTILITY-SCALE SOLAR ELECTRICITY NET GENERATION BY SECTOR (MONTHLY) (47)



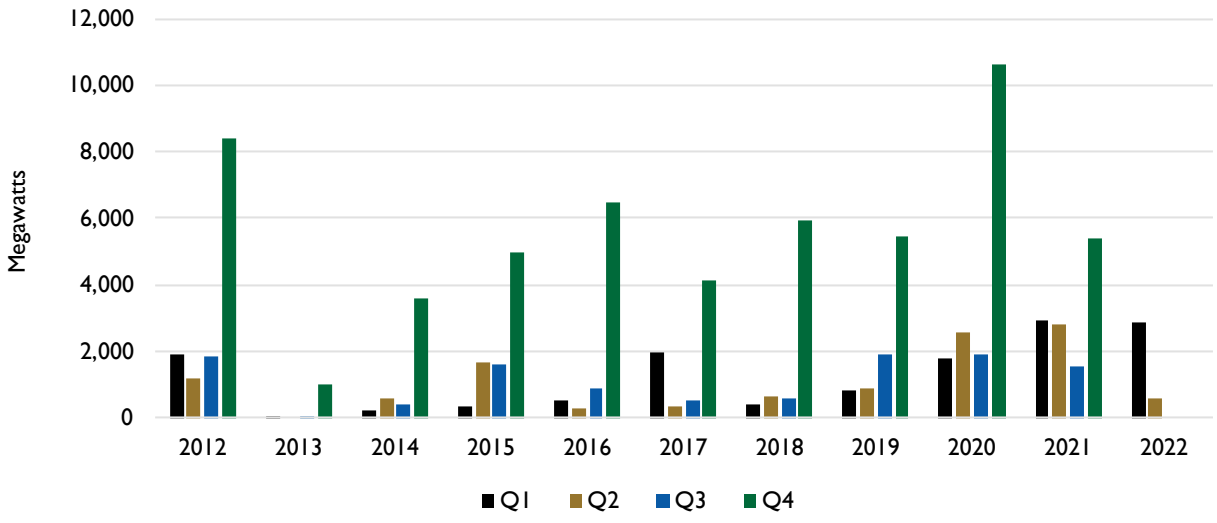
DATA CENTER

RENEWABLES

U.S. Cumulative Solar Installations (Quarterly) (48)



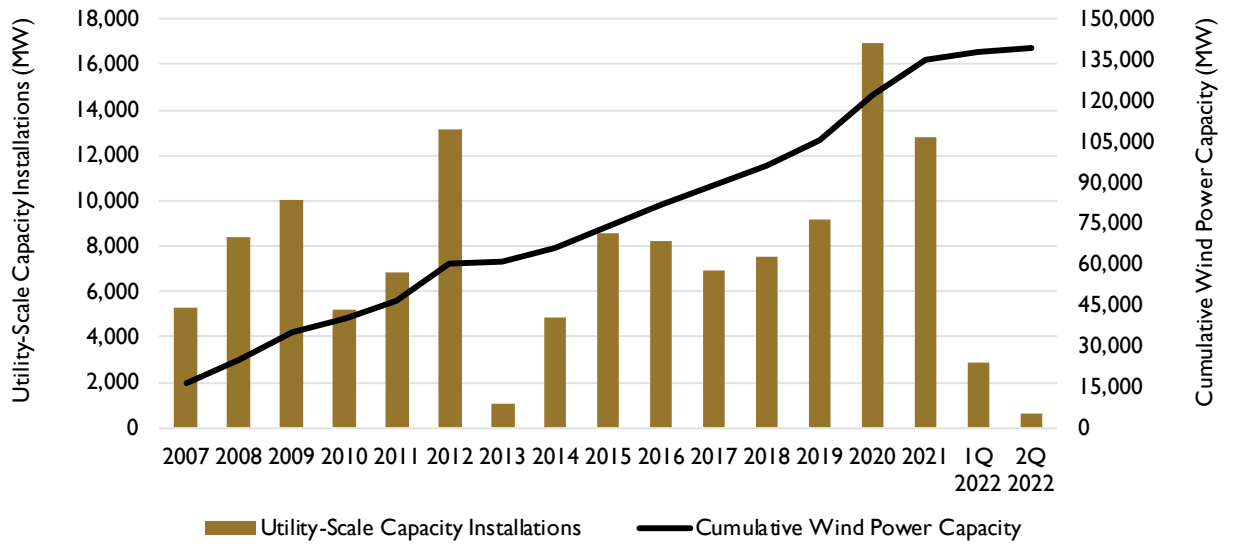
U.S. Wind Power Capacity Installations (Quarterly) (49)



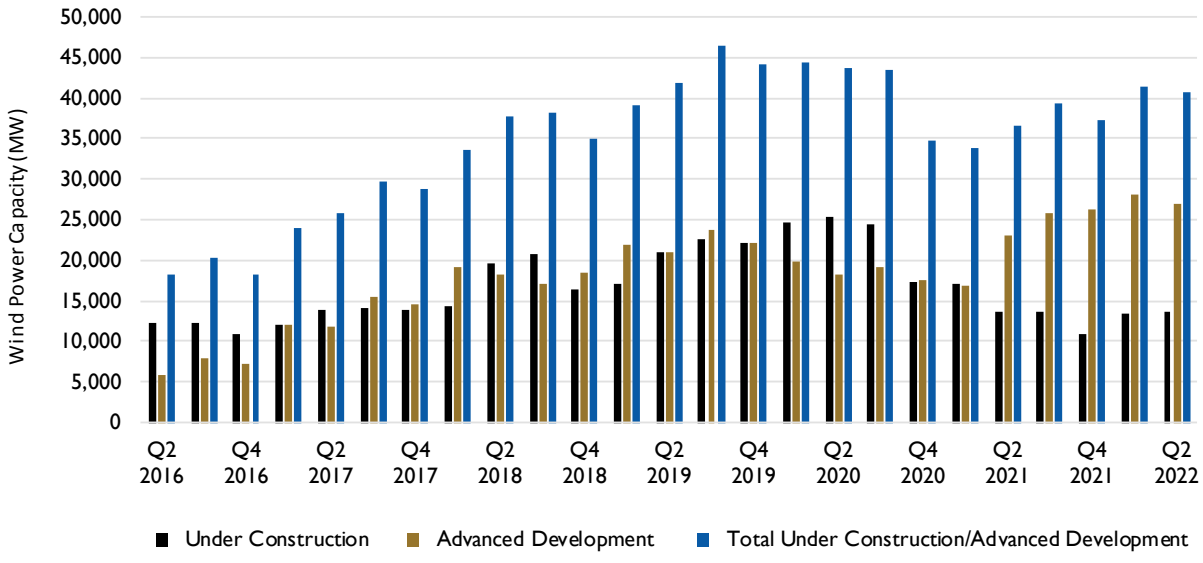
DATA CENTER

RENEWABLES

UTILITY-SCALE WIND POWER CAPACITY INSTALLATIONS (QUARTERLY) (50)



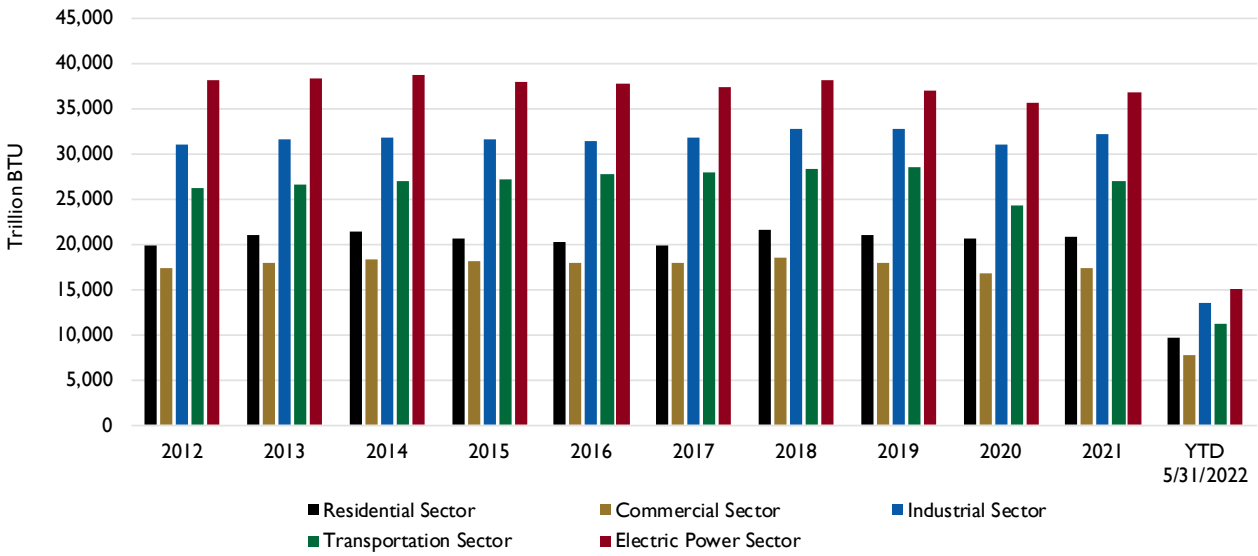
WIND POWER UNDER CONSTRUCTION OR IN ADVANCED DEVELOPMENT (QUARTERLY) (51)



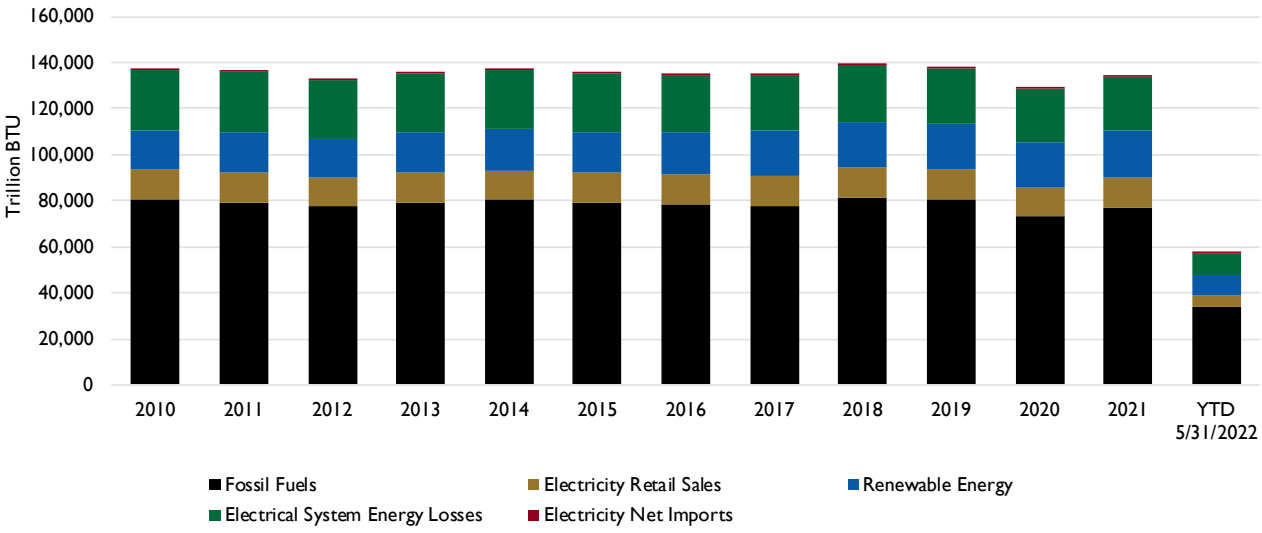
DATA CENTER

U.S. AGGREGATED ENERGY CONSUMPTION

Energy Consumption by Sector (Annual) (52)



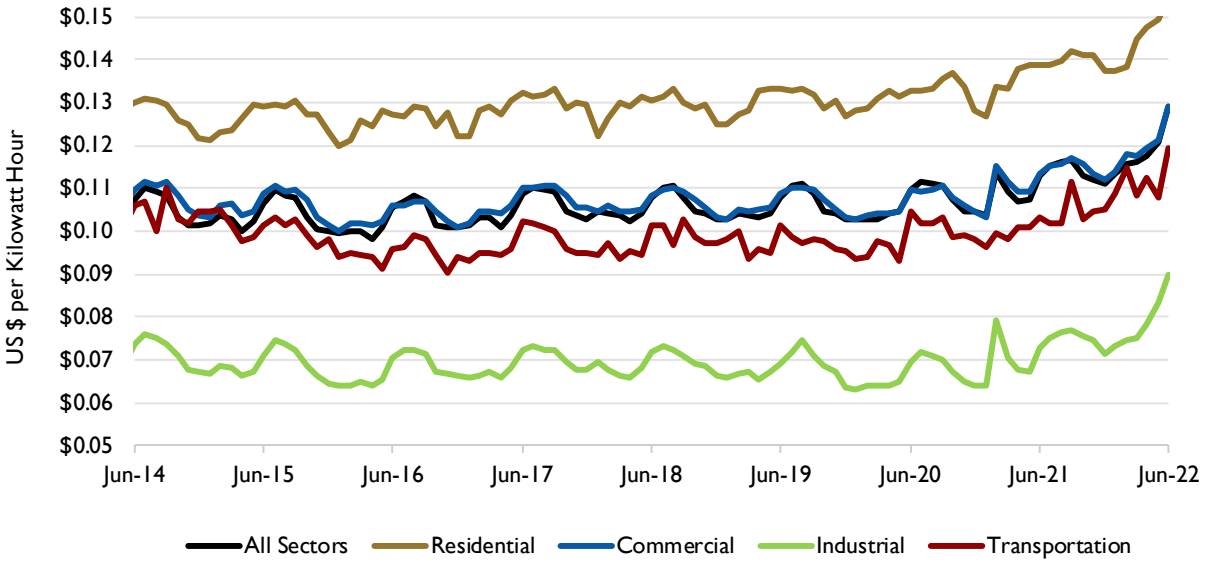
Energy Consumption by Source (Annual) (53)



DATA CENTER

U.S. AGGREGATED ENERGY CONSUMPTION

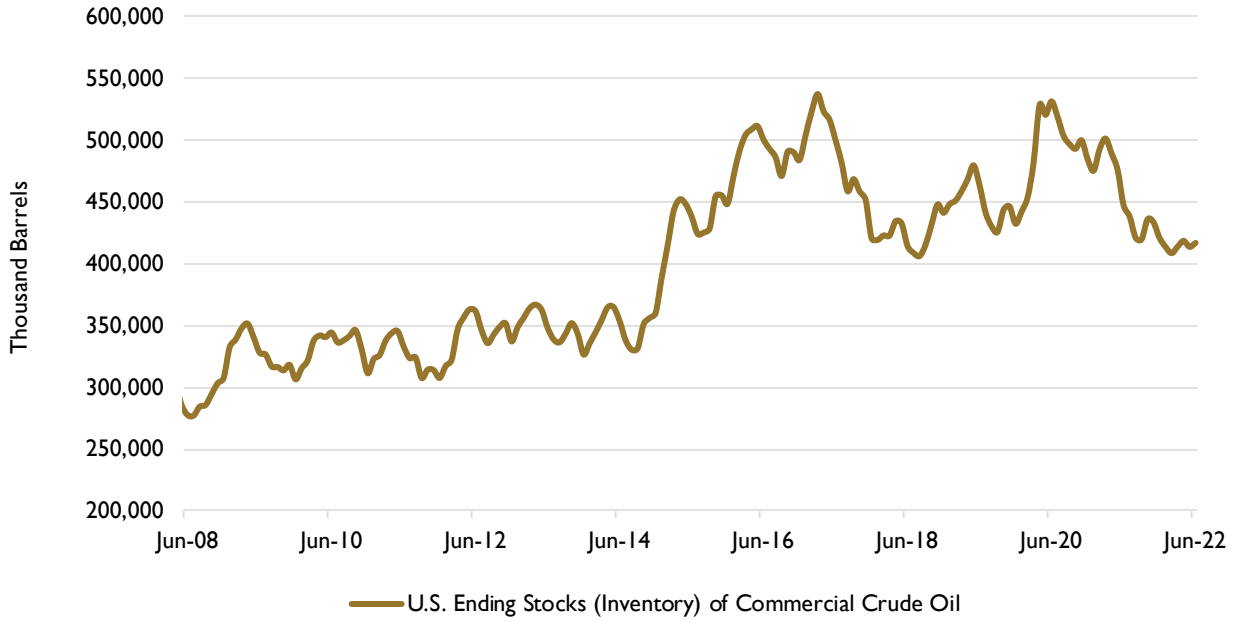
ELECTRICITY PRICES BY SECTOR (MONTHLY AVERAGE) (54)



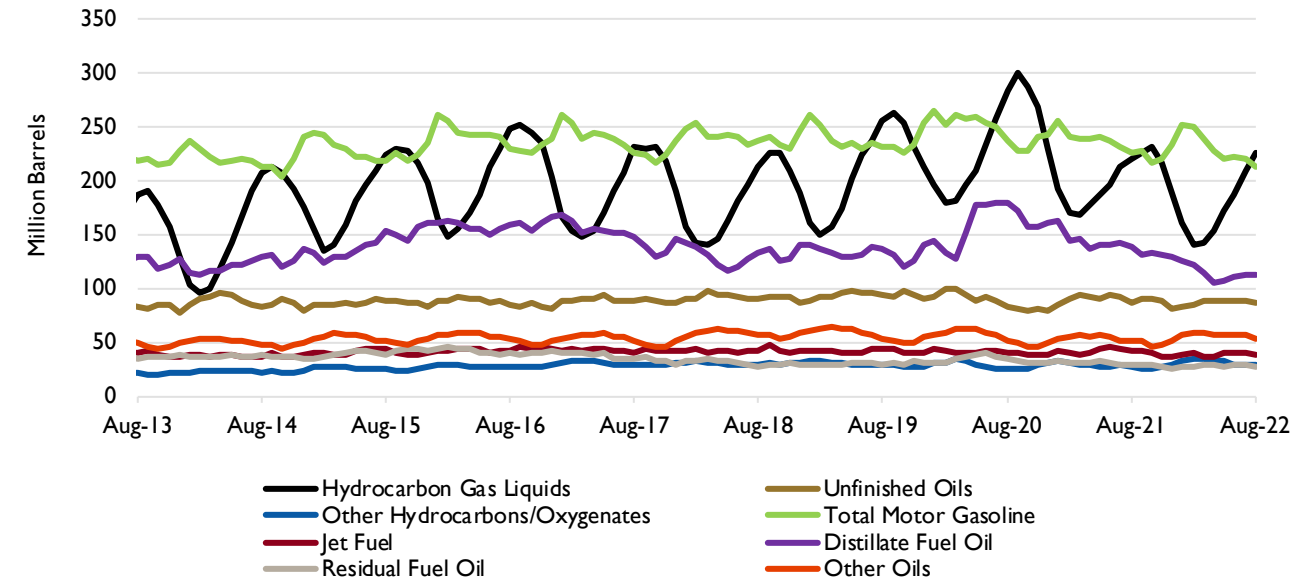
DATA CENTER

LOGISTICS - STORAGE AND TERMINALS

COMMERCIAL CRUDE OIL INVENTORY (MONTHLY) (55)



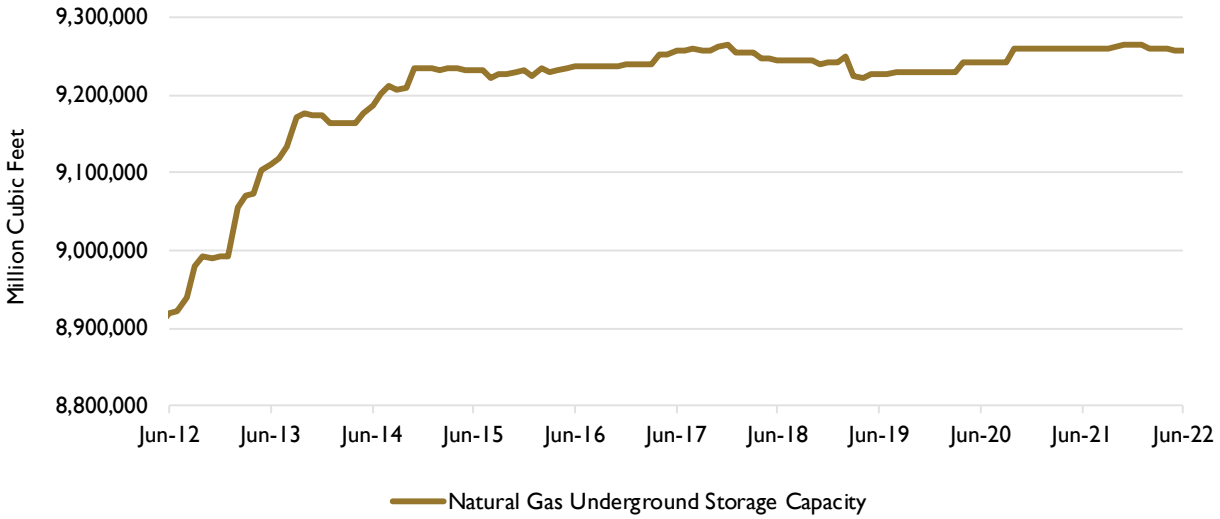
PETROLEUM AND OTHER LIQUIDS COMMERCIAL INVENTORY (MONTHLY) (56)



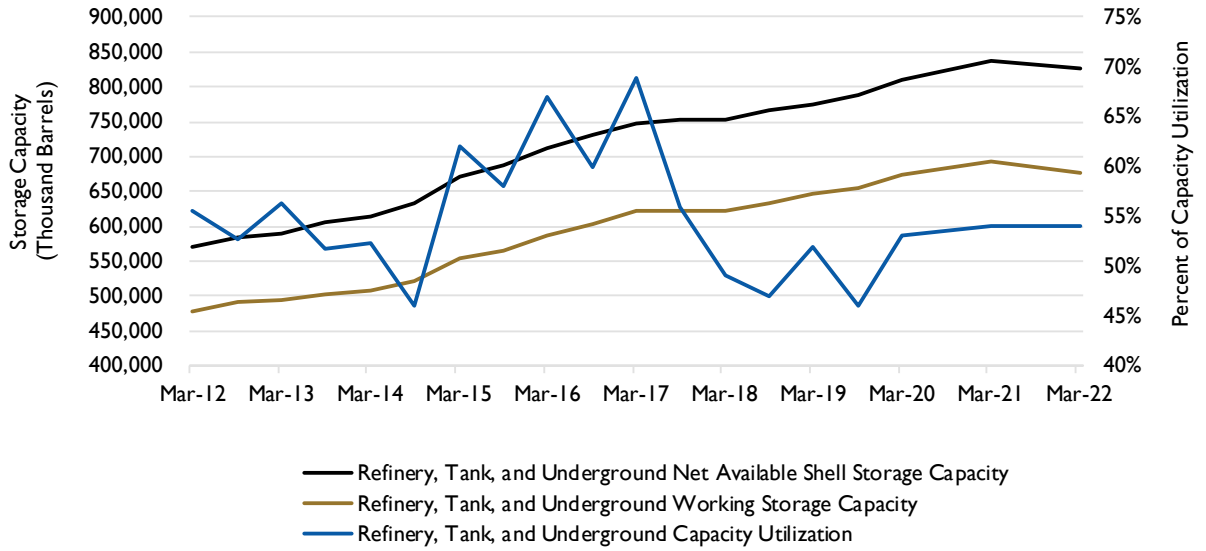
DATA CENTER

LOGISTICS - STORAGE AND TERMINALS

NATURAL GAS UNDERGROUND STORAGE CAPACITY (MONTHLY) (57)



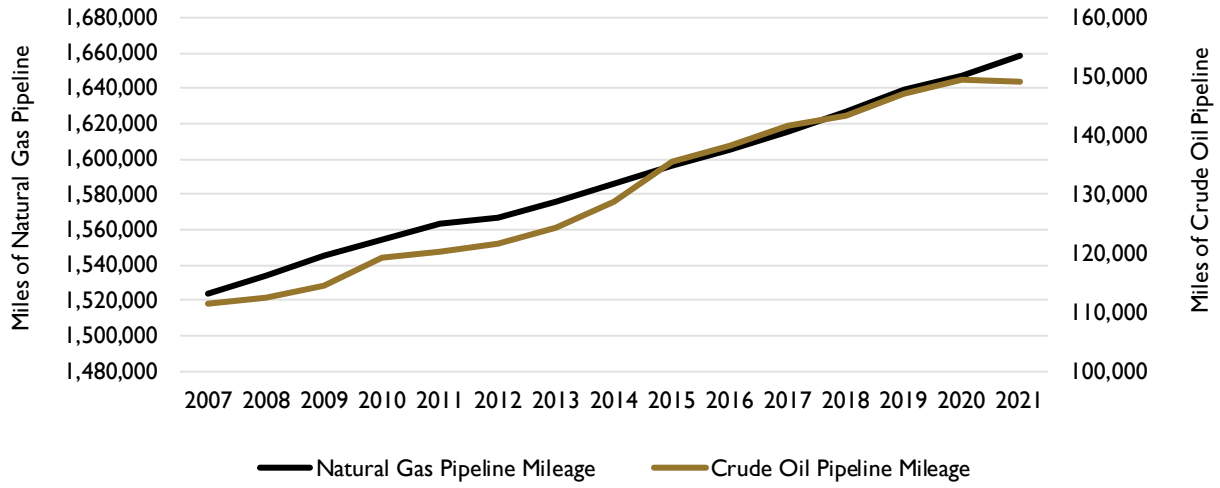
COMMERCIAL CRUDE OIL REFINERY, TANK AND UNDERGROUND STORAGE CAPACITY AND UTILIZATION (ANNUAL) (58)



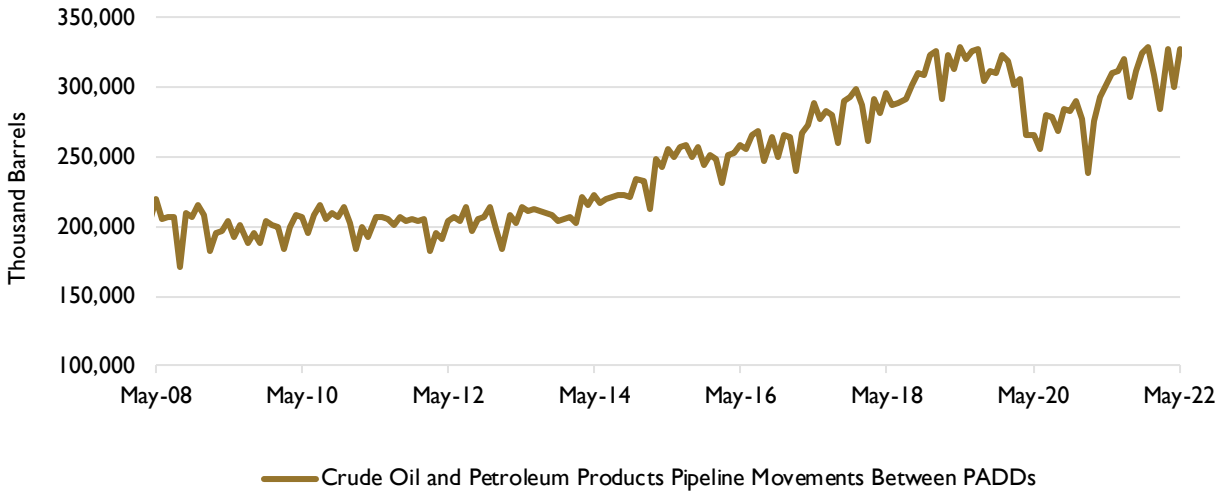
DATA CENTER

LOGISTICS - PIPELINES

CRUDE OIL AND NATURAL GAS PIPELINE MILEAGE (ANNUAL) (59)



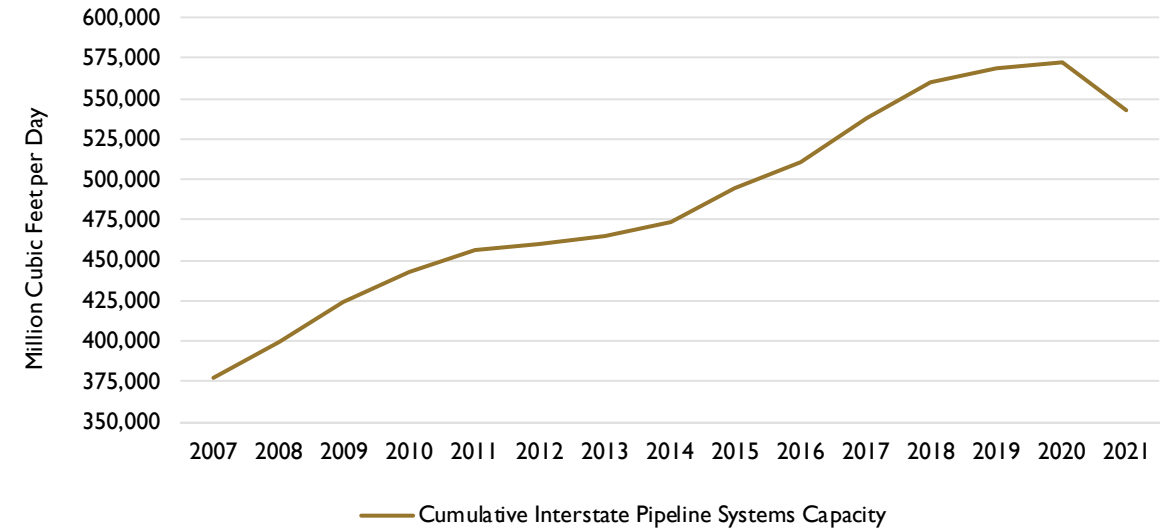
CRUDE OIL AND PETROLEUM PRODUCTS PIPELINE MOVEMENTS BETWEEN PETROLEUM ADMINISTRATION FOR DEFENSE DISTRICTS (PADDS) (MONTHLY) (60)



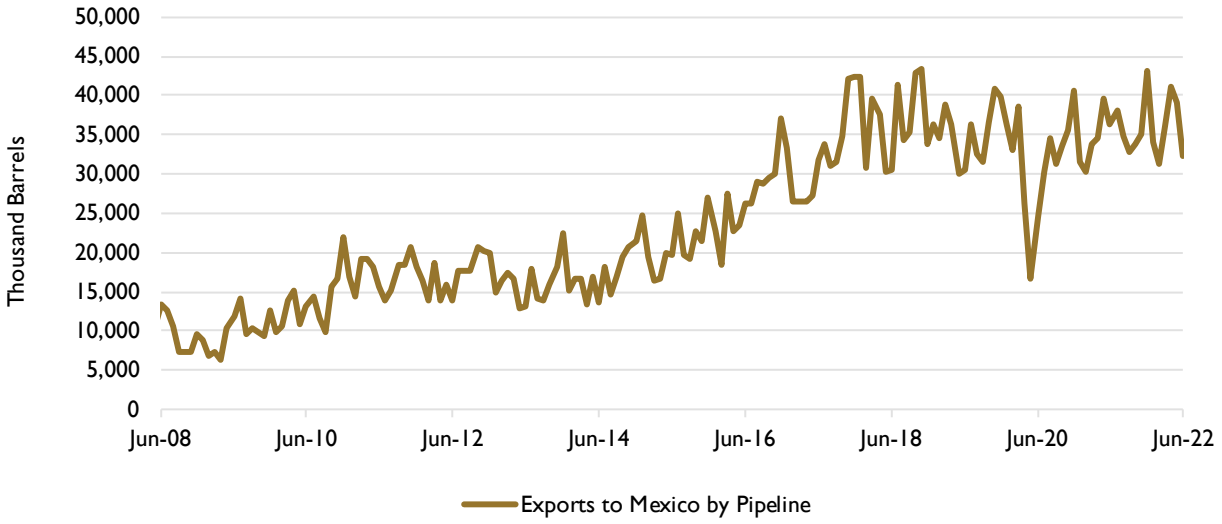
DATA CENTER

LOGISTICS - PIPELINES

NATURAL GAS CUMULATIVE INTERSTATE PIPELINE SYSTEMS CAPACITY (ANNUAL) (61)



CRUDE OIL AND PETROLEUM PRODUCTS EXPORTS TO MEXICO (MONTHLY) (62)

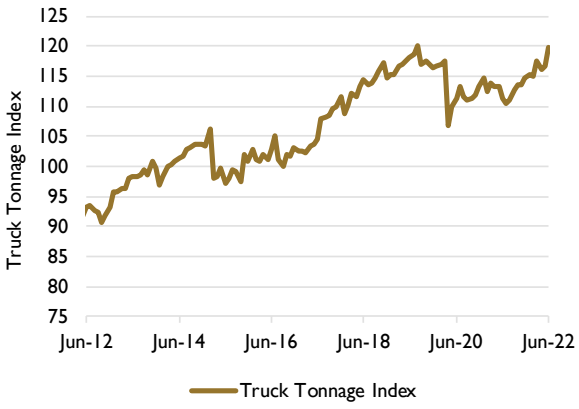


DATA CENTER

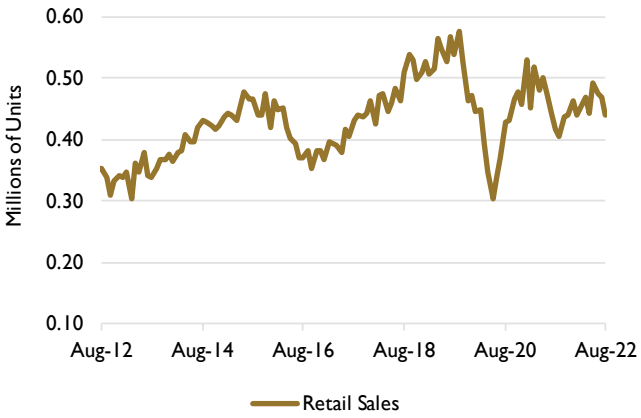
LOGISTICS - TRUCKERS

TRUCK TONNAGE INDEX (MONTHLY) (63)

MEASURES GROSS TONNAGE OF FREIGHT

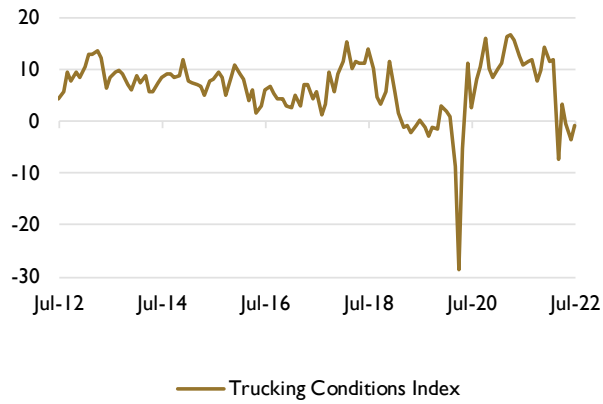


HEAVY TRUCK SALES (MONTHLY) (64)



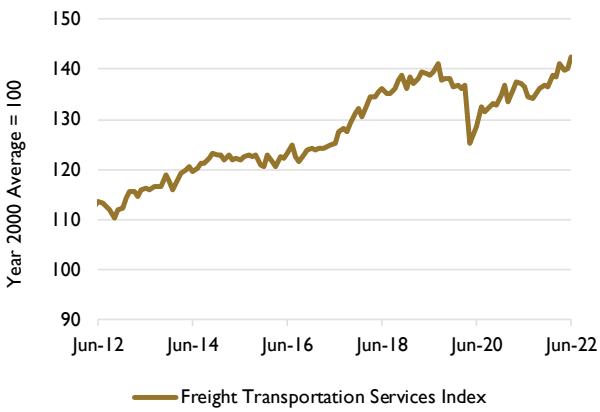
TRUCKING CONDITIONS INDEX (MONTHLY) (65)

INCLUDES FRIGHT VOLUMES, RATES, FLEET CAPACITY, BANKRUPTCIES, FUEL PRICE AND FINANCING



FREIGHT TRANSPORTATION SERVICES INDEX (MONTHLY) (66)

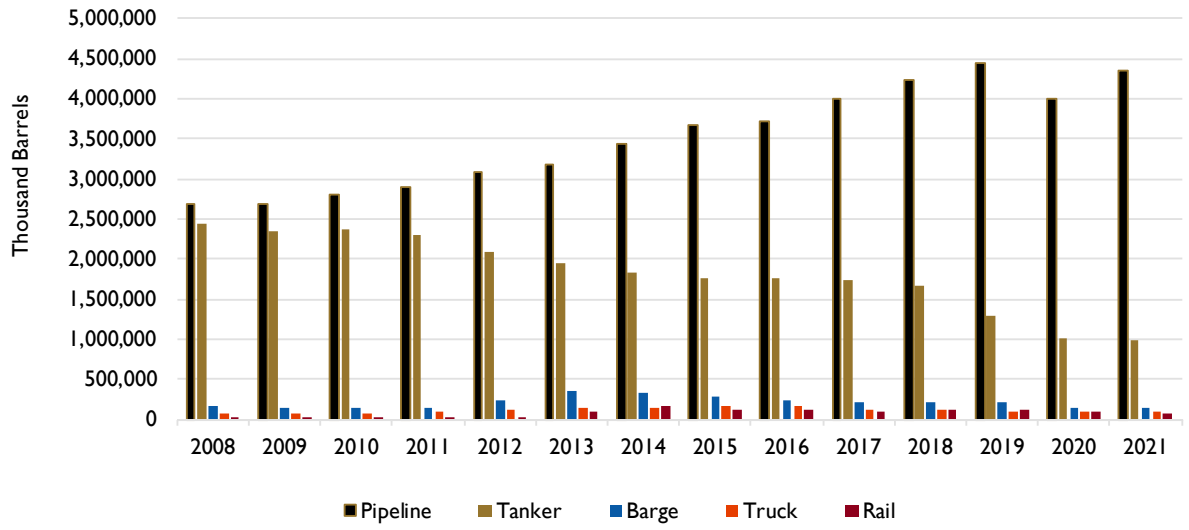
INCLUDES TRUCKING, RAIL, WATERWAYS, PIPELINES AND AIR FRIGHT



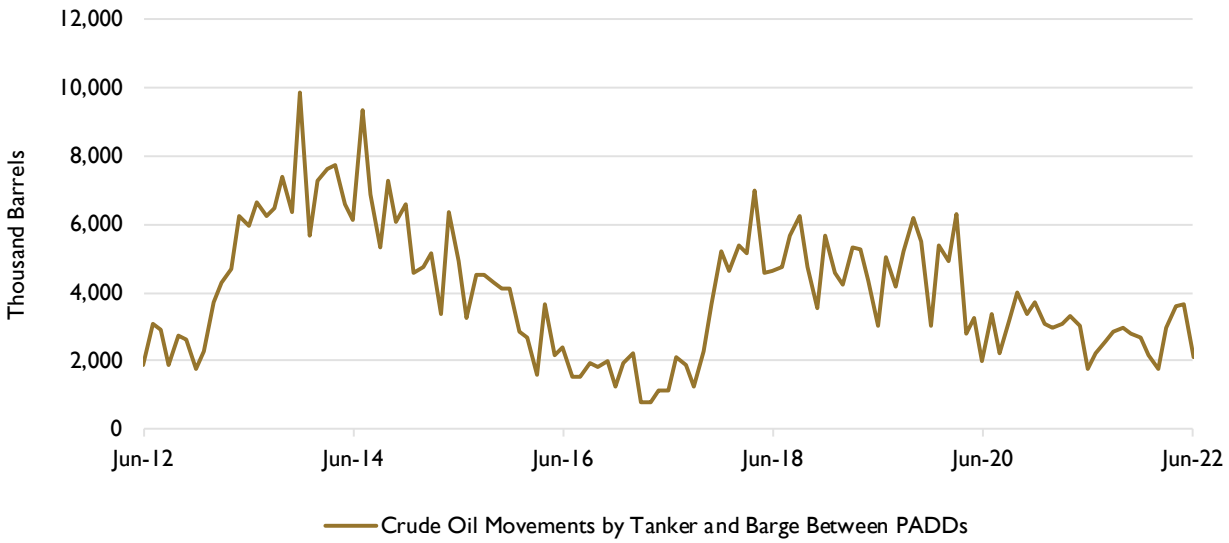
DATA CENTER

LOGISTICS - SHIPPING

CRUDE OIL REFINERY RECEIPTS BY TRANSPORTATION METHOD (ANNUAL) (67)



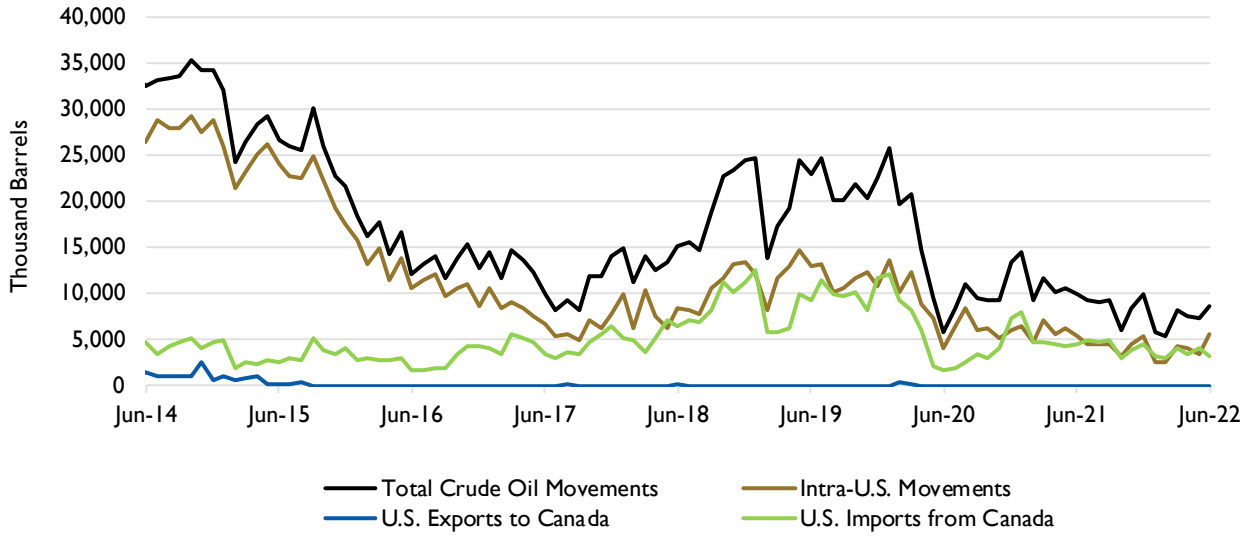
CRUDE OIL MOVEMENTS BY TANKER AND BARGE BETWEEN PETROLEUM ADMINISTRATION FOR DEFENSE DISTRICTS (PADDS) (MONTHLY) (68)



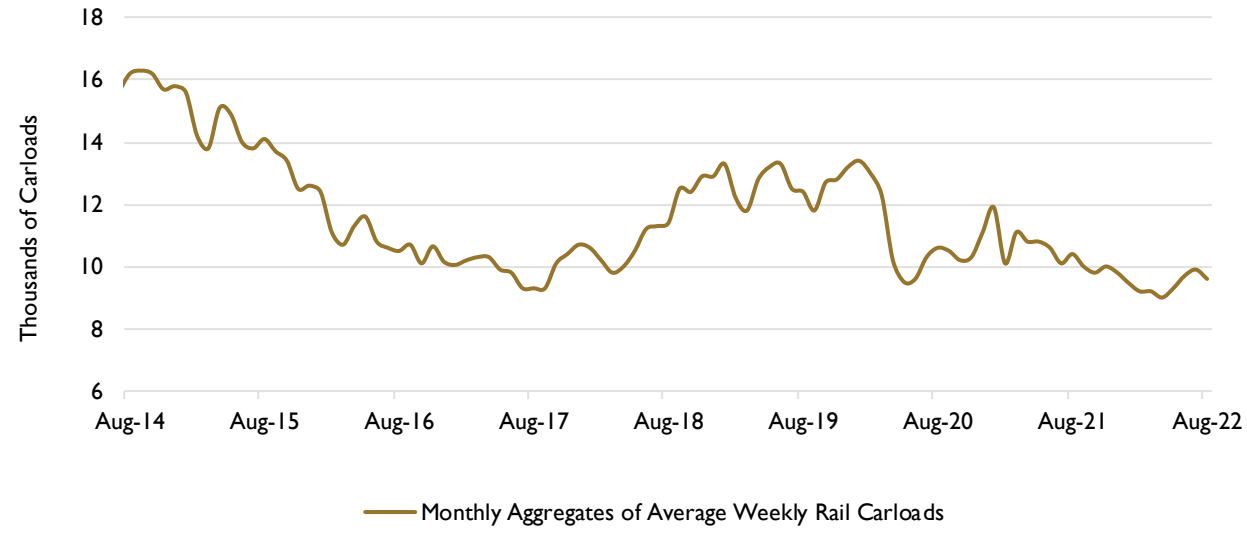
DATA CENTER

LOGISTICS - RAIL

MOVEMENTS OF CRUDE OIL BY RAIL (MONTHLY) (69)



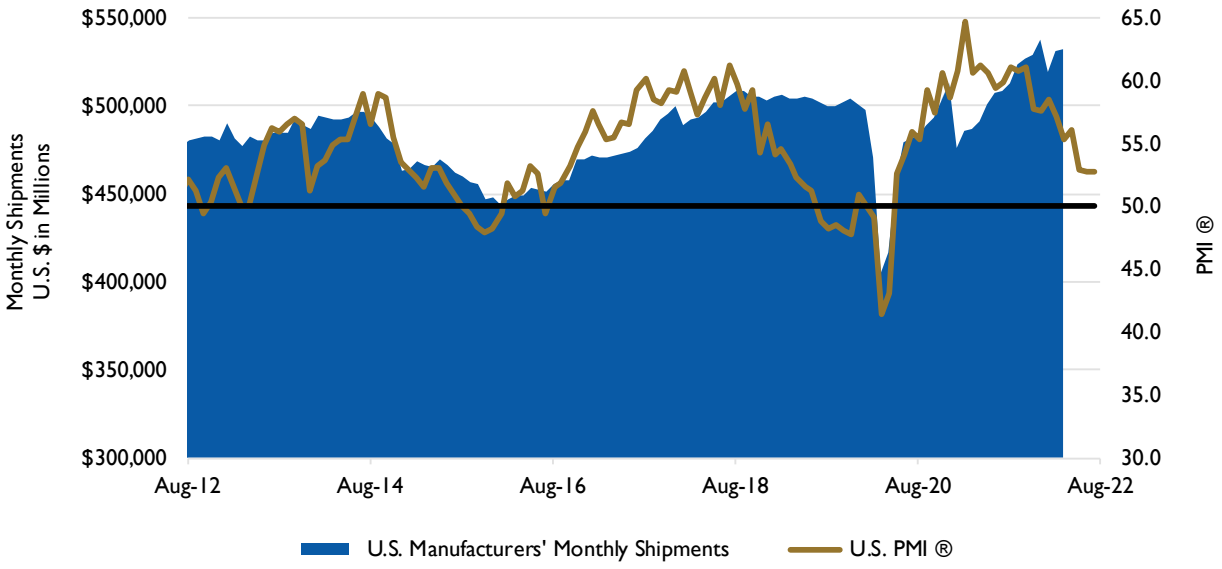
AVERAGE WEEKLY RAIL CARLOADS OF PETROLEUM AND PETROLEUM PRODUCTS (MONTHLY AGGREGATE) (70)



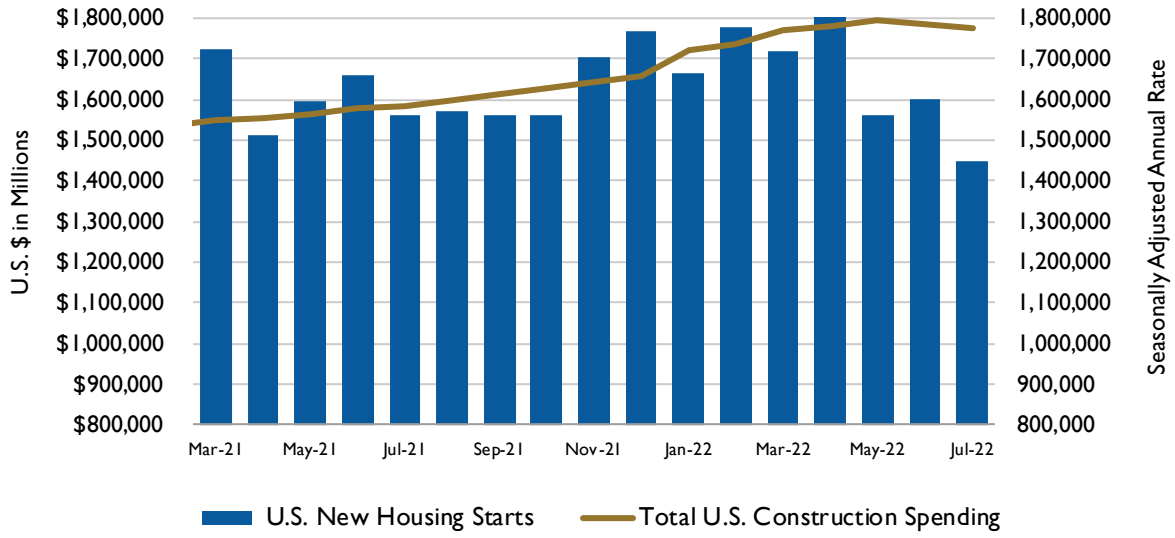
DATA CENTER

ECONOMIC / FINANCIAL

U.S. Manufacturers' Monthly Shipments and U.S. Purchasing Managers' Index (PMI®) (Monthly) (71)



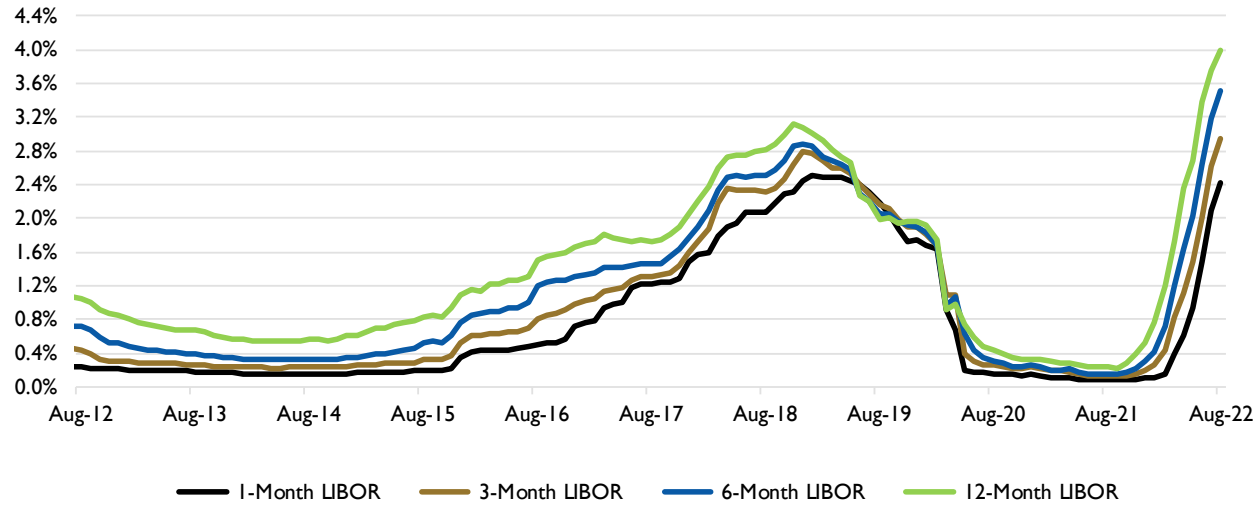
U.S. New Housing Starts and Total U.S. Construction Spending (Monthly) (72)



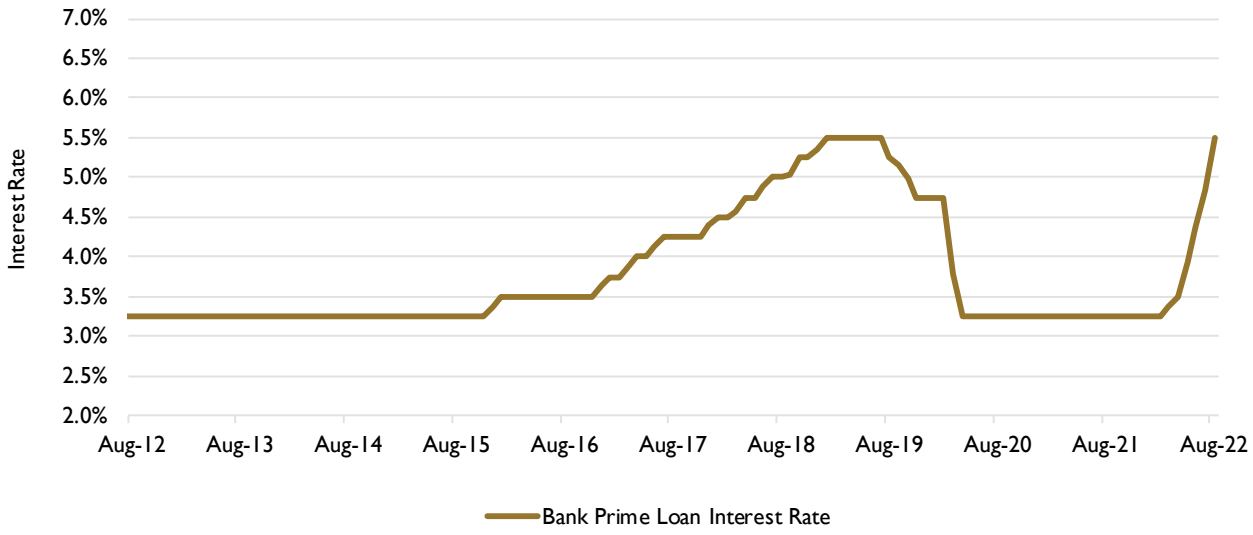
DATA CENTER

ECONOMIC / FINANCIAL

London Interbank Offered Rate (LIBOR) (Monthly Average) Based on U.S. Dollar (73)



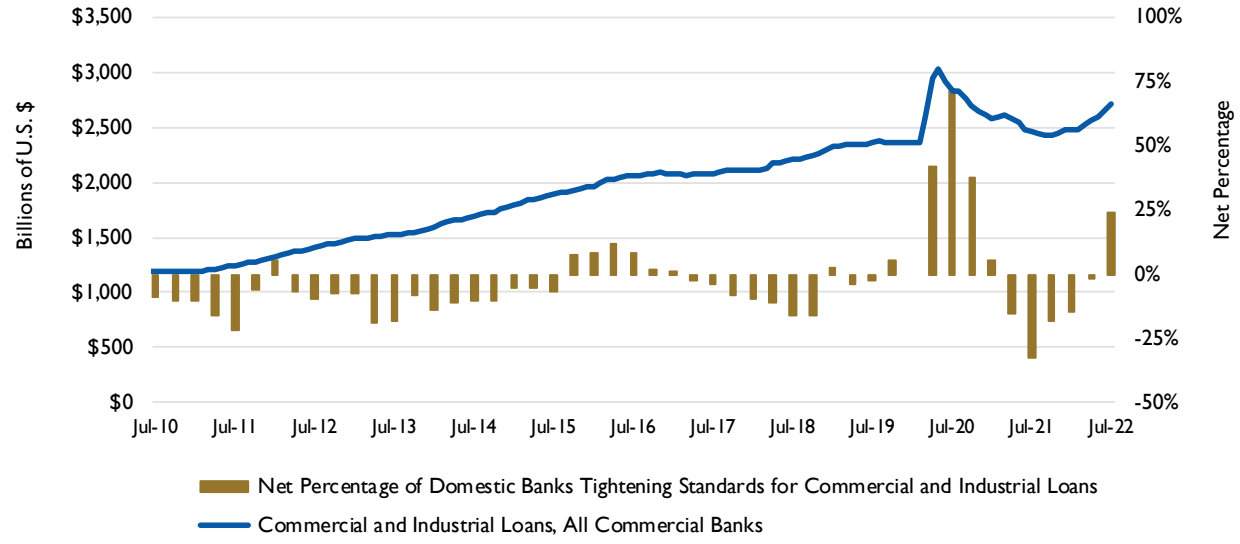
Bank Prime Loan Interest Rates (Monthly Average) (74)



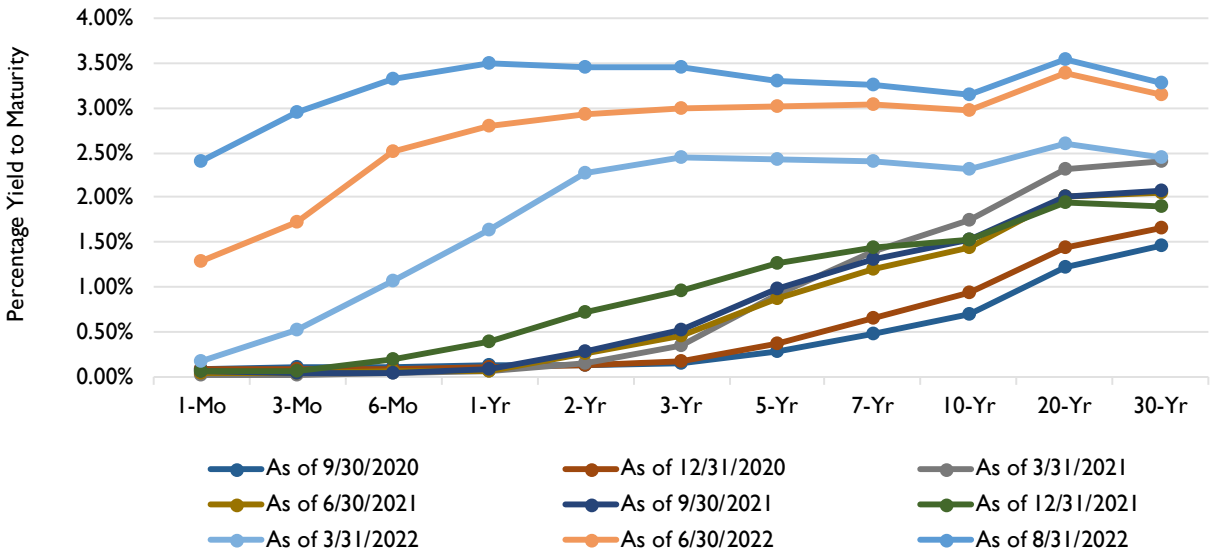
DATA CENTER

ECONOMIC / FINANCIAL

COMMERCIAL AND INDUSTRIAL LOANS VS. BANKING STANDARDS (QUARTERLY, MONTHLY) (75)



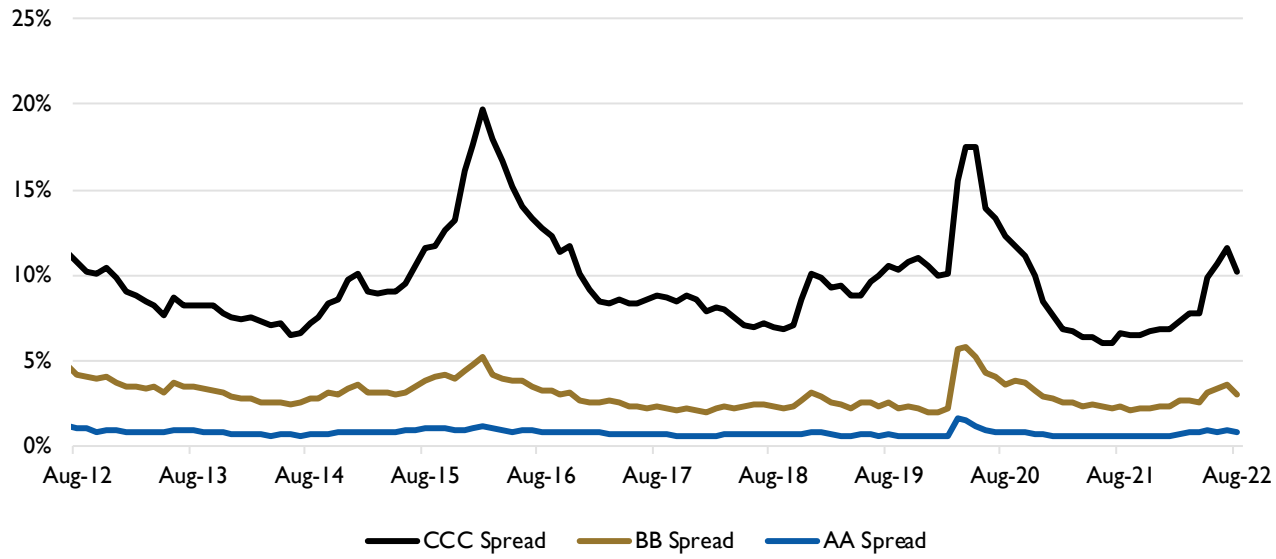
U.S. TREASURY YIELD CURVE (MONTHLY, ANNUAL) (76)



DATA CENTER

ECONOMIC / FINANCIAL

CORPORATE SPREADS TO TREASURIES BY QUALITY
(MONTHLY AVERAGE) (77)



DATA CENTER: ABBREVIATIONS & ACRONYMS, DEFINITIONS, DESCRIPTIONS AND CHART NOTES

ABBREVIATIONS & ACRONYMS

AECO – Alberta Energy Company
ARAMCO – Saudi Arabian Oil Company, formerly the Arabian-American Oil Company
BCF – Billion cubic feet
BTU – British thermal unit
CIF – Costs, insurance and freight
CMT – Constant maturity treasury
DUC – Drilled but uncompleted wells
EBITDA – Earnings before interest, taxes, depreciation and amortization
IFO – Intermediate fuel oil
ITC – Investment Tax Credit
LCOE – Levelized cost of energy
LIBOR – London Interbank Offered Rate
LNG – Liquefied natural gas
LPG – Liquefied petroleum gas
mmBTU – Millions of British Thermal Units
MTBE – Methyl tertiary butyl ether
MW – Megawatt
NBP – National Balancing Point
NGPL – Natural gas plant liquids
NYMEX – New York Mercantile Exchange
OAS – Option-adjusted spread
OPEC – The Organization of Petroleum Exporting Countries
PADD – Petroleum Administration for Defense District
PG&E – Pacific Gas & Electric
PMI ® – U.S. Purchasing Managers Index ®
PV – Photovoltaic
SoCal – Southern California
SPR – Strategic Petroleum Reserve
TETCO-M3 – Texas Eastern Transmission Corporation Pipeline Zone M3
TTF – Title Transfer Facility
UAE – United Arab Emirates
WTI – West Texas Intermediate crude oil

DATA CENTER: ABBREVIATIONS & ACRONYMS, DEFINITIONS, DESCRIPTIONS AND CHART NOTES

DEFINITIONS

Biofuels – liquid fuels and blending components produced from biomass feedstocks, used primarily for transportation.

British Thermal Unit (BTU) – A traditional unit of heat; it is defined as the amount of heat required to raise the temperature of one pound of water by one degree Fahrenheit.

Ending Stocks – A proxy for inventory, defined as the total volume of a given commodity held in storage (leases, refineries, processing plants, pipelines, terminals, tank farms) at the end of the last day of a given month.

Distillate Fuel Oil – A general classification for a variety of petroleum fractions produced in petroleum distillation operations. Included within this classification are No. 1, No. 2 and No. 4 diesel fuels (used in on-highway and off-highway diesel engines), as well as No. 1, No. 2 and No. 4 fuel oils (used primarily for space heating and electric power generation).

Distributed Solar Energy – Refers to solar energy generated by small-scale photovoltaic generation plants. Small-scale is defined as a plant with capacity below one megawatt.

Index – A figure in a system or scale representing the average value of specified prices, shares, or other items as compared with some reference figure.

Intermediate Fuel Oil – Also known as IFO and Bunker Fuel, fuel utilized by ships and barges to facilitate international exchange of various commodities across an array of industries.

Investment Tax Credit – A federal policy tax incentive that supports the deployment of solar energy in the United States.

LIBOR – The London Interbank Offered Rate is the average interest rate at which leading banks borrow funds of a sizeable amount from other banks in the London market.

Liquefied Natural Gas – Natural gas that has been cooled to a liquid state, at about -260°Fahrenheit, for shipping and storage.

Liquefied Petroleum Gas – A group of hydrocarbon gases, primarily propane, normal butane and isobutene, derived from crude oil refining or natural gas processing.

Natural Gas Liquids – A group of hydrocarbons including ethane, propane, normal butane, isobutene and natural gasoline. Generally include natural gas plant liquids and all liquefied refinery gases except olefins.

Natural Gas Plant Liquids – Ethane, propane, butane, isobutane, pentane and pentane plus.

Petroleum Administration for Defense District (PADD) – A geographic aggregation of the 50 States and the District of Columbia into five Districts. PADD 1 is the East Coast region, PADD 2 is the Midwest region, PADD 3 is the Gulf Coast region and PADD 5 is the West Coast region.

Petroleum Products – Obtained from the processing of crude oil (including lease condensate), natural gas and other hydrocarbon compounds. Petroleum products include unfinished oils, liquefied petroleum gases, pentanes plus, aviation gasoline, motor gasoline, naphtha-type jet fuel, kerosene-type jet fuel, kerosene, distillate fuel oil, residual fuel oil, petrochemical feedstocks, special naphthas, lubricants, waxes, petroleum coke, asphalt, road oil, still gas and miscellaneous products.

DATA CENTER: ABBREVIATIONS & ACRONYMS, DEFINITIONS, DESCRIPTIONS AND CHART NOTES

DEFINITIONS

Product Supplied – A widely utilized proxy for consumption of petroleum products, measuring the disappearance of said products from primary sources. Primary sources include, among others, refineries, processing plants, blending plants, pipelines and bulk terminals.

Propylene – Petrochemical feedstock that is recovered from refinery or petrochemical processes. It is an olefinic hydrocarbon that is gaseous at standard temperature and pressure.

Residual Fuel Oil – The general classification for heavy oils that remain after lighter oils are distilled away in the process of petroleum refining.

Spot vs. Wholesale Price – "Spot" prices are defined by the U.S. Energy Information Administration as, "the price for a one-time open market transaction for immediate delivery of a specific quantity of a product at a specific location where the commodity is purchased 'on the spot' at current market rates."

In this report, certain charts contain both "spot" and "wholesale" prices for given commodities alongside each other within the same chart. In these instances, the wholesale prices shown are, in fact, wholesale market "spot" prices. Thus, the terms are interchangeable in charts where both terms are present in describing respective price series.

Strategic Petroleum Reserve (SPR) – An emergency fuel storage of crude oil maintained by the United States Department of Energy for use during periods of major supply interruption.

Virtual Trading Point – Commodity trading center created to service a specific geographic region but does not have a physical location.

DATA CENTER: ABBREVIATIONS & ACRONYMS, DEFINITIONS, DESCRIPTIONS AND CHART NOTES

DESCRIPTIONS

General Conversion Information

- International pricing data for various commodities were converted by JKC from the units utilized by the original data source (in the form of currency value per unit of energy content or volume) to appropriate domestic units (in the form of U.S. dollars per common domestic unit of energy content or volume) in order to allow for convenient, informative comparison of international and domestic commodity price series through displaying them on a singular chart in consistent units. Appropriate domestic units for a given commodity are determined by whatever units are most commonly utilized in the United States to denote prices of that commodity, per the U.S. Energy Information Administration.
- International currency units were converted to U.S. dollars using historical exchange rates published by x-rates.com.
- Energy content and volume conversion factors differ by commodity. International energy content or volume units were converted using the various sources listed below:
  - Google.com In-Browser Unit Converter
    - Alberta Energy Co. Hub Natural Gas – gigajoules to mmBTU
    - Dutch TTF Hub Natural Gas – megawatt hours to mmBTU
    - Houston; Los Angeles; Rotterdam; Singapore; Port of Fujairah, UAE IFO 380, IFO 180 Bunker Fuel – liters/kilogram to gallons per metric ton
  - Iowa State University Liquid Fuel Measurements and Conversions
    - Netherlands Retail LPG – liters to metric tons, metric tons to barrels
    - Saudi ARAMCO Propane – metric tons to barrels
    - Japan Propane Imports – metric tons to barrels
    - Holland Retail Gasoline – liters to gallons
    - Singapore Retail Gasoline – liters to gallons
    - UAE Gasoline – liters to gallons
    - Edmonton Diesel Fuel – liters to gallons
    - Singapore Retail Diesel – liters to gallons
    - Holland Retail Diesel – liters to gallons
    - UAE Diesel – liters to gallons
  - Official Nebraska Government Website
    - Netherlands Retail LPG – barrels to gallons
    - Saudi ARAMCO Propane – barrels to gallons
    - Japan Propane Imports – barrels to gallons
  - Lanka IOC Oil Company
    - Houston; Los Angeles; Rotterdam; Singapore; Port of Fujairah, UAE IFO 380, IFO 180 Bunker Fuel – density, in liters per kilogram

DATA CENTER: ABBREVIATIONS & ACRONYMS, DEFINITIONS, DESCRIPTIONS AND CHART NOTES

CHART NOTES

All charts in this report are updated to the latest information available at the time of publication. Due to differing reporting dates for various data used throughout the report, all charts are not updated to the same ending period.

(1) Crude Oil Prices

- Sources: U.S. Energy Information Administration (Brent, West Texas Intermediate), IndexMundi via WorldBank (Dubai Fateh), Alberta.ca Economic Dashboard (Western Canadian Select), OPEC.org and Quandl.com (OPEC Reference Basket).
- The Organization of Petroleum Exporting Countries (OPEC) reference basket is a composite of the following blends of crude oil: Saharan Blend (Algeria), Girassol (Angola), Oriente (Ecuador), Zafiro (Equatorial Guinea), Rabi Light (Gabon), Iran Heavy (Islamic Republic of Iran), Basra Light (Iraq), Kuwait Export (Kuwait), Es Sider (Libya), Bonny Light (Nigeria), Qatar Marine (Qatar), Arab Light (Saudi Arabia), Murban (United Arab Emirates), Merey (Venezuela).
- All prices are spot or wholesale.

(2) Gasoline Prices

- Sources: U.S. Energy Information Administration (New York Harbor, U.S. Gulf Coast), Trading Economics (Singapore, Netherlands Retail), United Arab Emirates Ministry of Energy (UAE Retail).
- New York Harbor Spot, U.S. Gulf Coast Spot, Netherlands Retail and Singapore Retail all represent the price history of conventional gasoline in their respective locations. United Arab Emirates Retail represents an aggregate of unleaded 95, unleaded 98 and unleaded 91 prices in the United Arab Emirates.

(3) Diesel Prices

- Sources: U.S. Energy Information Administration (U.S. Gulf Coast, New York Harbor, Los Angeles, CA), Ec.euopa.eu European Commission (Netherlands Retail), Knoema.com (Singapore Retail), United Arab Emirates (UAE Retail).
- New York Harbor, U.S. Gulf Coast and Los Angeles, CA prices represent ultra-low sulfur No. 2 diesel.
- Edmonton, Canada price represents low-sulfur diesel.
- Singapore Retail, United Arab Emirates Retail and Netherlands Retail prices represent conventional gasoil found at the pump. Gasoil is an alternative term for diesel commonly used throughout Europe.
- Netherlands Retail prices exclude taxes, Singapore Retail prices include taxes.

(4) Jet Fuel Prices

- Source: U.S. Energy Information Administration.
- All prices are spot or wholesale prices.

(5) U.S. Crude Oil and Petroleum Products Supply, Inventory and Consumption

- Source: U.S. Energy Information Administration.
- Crude Oil and Petroleum Products consist of natural gas plant liquids (ethane, propane, butane, isobutane, pentane), other liquids (hydrogen, oxygenates and renewable fuels like fuel ethanol, motor and aviation gasoline blending components, unfinished oils) and finished petroleum products (motor gasoline, aviation gasoline, kerosene-type jet fuel, kerosene, distillate fuel oil, residual fuel oil, petrochemical feedstocks, napthas, lubricants, waxes, petroleum cokes, asphalt and road oil, still gas, miscellaneous products).
- Supply is comprised of field production, renewable fuels and oxygenate plant net production, refinery and blender net production, imports and net Petroleum Administration for Defense District (PADD) receipts. Net PADD receipts represent the net volume of product movement into and out of each PADD by tanker, barge and pipeline.
- Ending Stocks is a proxy for inventory and is defined as primary stocks held in storage as of midnight on the last day of the month. Primary stocks include products held in storage at, or in, leases, refineries, natural gas processing plants, pipelines, tank farms and bulk terminals with the capacity to store at least 50,000 barrels or that can receive product by tanker, barge or pipeline. Ending Stocks include volumes in the Strategic Petroleum Reserve (SPR) maintained by the Federal Government for use during periods of major supply interruption.
- Product Supplied is a proxy for consumption as it measures the disappearance of said product from primary sources, including refineries, processing plants, blending plants, pipelines and bulk terminals.

DATA CENTER: ABBREVIATIONS & ACRONYMS, DEFINITIONS, DESCRIPTIONS AND CHART NOTES

(6) U.S. Refinery Volumes and Wholesale Prices of Petroleum Products

- Source: U.S. Energy Information Administration Petroleum Marketing Monthly.

(7) U.S. Crude Oil Refinery Input, Distillation Capacity and Refinery Utilization

- Source: U.S. Energy Information Administration Petroleum Supply Weekly.
- Net Input is defined as gross inputs less gross production. Crude Oil Refinery Net Input values are monthly aggregates of weekly net input averages, measured in thousands of barrels per day. The resulting values are represented as monthly average refinery inputs, measured in thousands of barrels per day.
- Refinery Capacity refers to the maximum amount of crude oil designed to flow into the distillation (or crude) unit of the refinery. Operable Capacity is equal to the sum of operating and idle capacity. Idle Capacity is capacity that is not in operation, not under active repair, and can be placed in operation within 30 days.

(8) U.S. Crude Oil and Petroleum Products Imports and Exports

- Source: U.S. Energy Information Administration Petroleum Supply Monthly.
- U.S. Net Imports of Petroleum Products data fall below zero at which point the U.S. becomes a net exporter.

(9) Domestic Natural Gas Citygate Prices per Region

- Source: U.S. Energy Information Administration.
- The prices shown are "Citygate" prices. A Citygate is defined as "a point or measuring station at which a distributing gas utility receives gas from a natural gas pipeline company or transmission system." The Citygate price represents the benchmark price for a given region, accounting for all costs of acquisition, storage, and transportation of gas as well as other charges associated with local distribution companies obtaining the gas for sale to end-users.
- The Western market contains Oregon, Washington, California, Nevada, Arizona, New Mexico, Utah, Wyoming, Colorado, Montana, and Idaho.
- The Midwestern market contains North Dakota, South Dakota, Nebraska, Kansas, Oklahoma, Minnesota, Iowa, Missouri, Arkansas, Wisconsin, Michigan, Illinois, and Indiana.
- The Gulf market contains Texas and Louisiana; the Southeastern market contains Florida, Mississippi, Alabama, Georgia, Tennessee, North Carolina, and South Carolina.
- The Northeastern market contains Kentucky, Virginia, West Virginia, Ohio, Pennsylvania, New York, Vermont, New Hampshire, Maine, Massachusetts, Rhode Island, Connecticut, Delaware, New Jersey, and Maryland.

(10) International Natural Gas Prices

- Sources: U.S. Energy Information Administration (Henry Hub), NGX Clearinghouse (AECO Hub), BP Statistical Review of World Energy 2017 (United Kingdom NBP), World Bank via Index Mundi (Russian NG European Import Price), Knoema via World Bank (Japan LNG Import), my.Elexys.be Market Information (Dutch TTF).
- Henry Hub serves as the primary global pricing benchmark.
- Alberta Energy Company (AECO) Hub serves North America.
- United Kingdom National Balancing Point (NBP) serves the British Isles.
- Dutch Title Transfer Facility (TTF) serves continental Europe.
- Virtual Trading Point (Virtual) does not have a physical location and was created to serve a specific region.
- Japan LNG Import Price represents aggregate import prices of liquefied natural gas in Japan and is a price benchmark serving the Asia-Pacific region. The price includes costs, insurance and freight (CIF).
- All price benchmarks above represent gaseous state natural gas transported by pipeline, with the exception of Japan LNG Import Price, which represents liquid state natural gas transported by ship.
- All prices are spot or wholesale.

(11), (12), (13) and (14) Liquefied Natural Gas Prices

- Sources: Federal Energy Regulatory Commission (U.S., Mexico, Belgium, India), World Bank via Bluegold Research (Brazil/Argentina, Japan/Korea, China, United Kingdom).
- All prices are "landed" prices. Landed price is the price received at the regasification terminal and is based on a netback calculation that removes the costs of pipeline transportation, regasification, waterborne shipping and liquefaction, so as to best represent the effective price to the producer or seller at a specific location or defined point.

DATA CENTER: ABBREVIATIONS & ACRONYMS, DEFINITIONS, DESCRIPTIONS AND CHART NOTES

(15) U.S. Import / Export Liquefied Natural Gas Prices
- Source: U.S. Energy Information Administration.
- All prices are spot or wholesale.

(16) Natural Gas Plant Liquids Prices
- Source: U.S. Energy Information Administration.
- Natural gas liquids spot prices at Mont Belvieu, TX.
- Natural Gas Plant Liquids (NGPL) Composite price includes ethane, propane, butane, isobutane and natural gasoline. Daily closing spot prices for each component are averaged into a monthly series, then weighted according to the portion of a representative natural gas plant liquids barrel that they occupy. The NGPL Composite price excludes natural gas liquids produced at crude oil refineries.

(17) U.S. Natural Gas Production and Consumption
- Source: U.S. Energy Information Administration.
- Marketed Production is equal to gross withdrawals of natural gas from production reservoirs, less gas used for reservoir re-pressuring, nonhydrocarbon gases removed in treating and processing operations, and quantities vented and flared (gas that is disposed of by release into the atmosphere).

(18) U.S. Natural Gas Supply and Inventory
- Source: U.S. Energy Information Administration.
- Working Gas is defined as the total amount of natural gas in storage less the amount of base gas. Base gas is the amount of gas intended as permanent inventory.

(19) U.S. Natural Gas Consumption by End Use
- Source: U.S. Energy Information Administration.

(20) U.S. Natural Gas Plant Liquids Production
- Source: U.S. Energy Information Administration.
- Natural Gas Plant Liquids Production refers to the sum of all production of ethane, propane, butane, isobutane, pentane and pentane plus.

(21) U.S. Liquefied Natural Gas Import and Export Volumes
- Source: U.S. Energy Information Administration.

(22), (23) and (24) North American LNG Import / Export Terminals – Proposed, Approved and Existing
- Source: Federal Energy Regulatory Commission.

(25) Heating Oil Prices
- Source: U.S. Energy Information Administration.
- Spot prices of No 2. heating oil at New York Harbor, alongside the spot prices of West Texas Intermediate crude oil for comparison purposes.

(26) Intermediate Fuel Oil aka "Bunker Fuel" Prices
- Source: Ship & Bunker.
- Intermediate Fuel Oil, also known as IFO and Bunker Fuel, is fuel utilized by ships and barges to facilitate international exchange of various commodities across an array of industries, including energy. It is classified in the maritime field by its viscosity, measured in centistokes. IFO 380 has a maximum viscosity of 380 centistokes and is comprised of 98% residual fuel oil and 2% distillate fuel oil. Under new regulations from the International Maritime Organization, ships must burn fuel with a sulfur content of not more than 0.5 percent or install costly emissions-cleaning scrubbers. Very Low Sulfur Fuel Oil (VLSFO) contains a maximum sulfur content of 0.5 percent.

DATA CENTER: ABBREVIATIONS & ACRONYMS, DEFINITIONS, DESCRIPTIONS AND CHART NOTES

(27) Propane Prices

- Sources: U.S. Energy Information Administration (Conway, KS and Mont Belvieu, TX spot prices), Government of Canada National Energy Board (Edmonton, Canada trading hub prices), Ec.euopa.eu European Commission (Netherlands Retail prices), LPG Australia and news articles (Saudi ARAMCO contract prices), Knoema.com and Petroleum Association of Japan (Japan Imports prices).
- Conway, KS and Mont Belvieu, TX retail prices are propane prices, while Saudi ARAMCO Contracts and Japan Imports are liquefied petroleum gas (LPG) prices. Netherlands Retail and Edmonton, Canada retail prices are auto propane and exclude taxes.
- Propane and LPG prices are represented on the same chart due to the fact that propane is dealt in international marketplaces as LPG, and is referred to as LPG in many European and Asian countries. LPG is comprised of a mixture of propane and butane.
- Conway, KS wholesale prices are typically available only for the winter months (October through March), during which propane demand is driven by cold weather, therefore, the data series displayed is intermittent.

(28) No. 1 Distillate Fuel Oil, Residual Fuel Oil Wholesale, Retail Sales Volume by Refiners

- Source: U.S. Energy Information Administration.
- No. 1 Distillate Fuel Oil consists of No. 1 diesel fuel and No. 1 fuel oil. The former is used in high-speed diesel engines, including those used by metropolitan buses and smaller automobiles. No. 1 fuel oil is utilized primarily as fuel for portable outdoor stoves and heaters.
- Residual Fuel Oil is the general classification for heavy oils that remain after lighter oils are distilled away in the process of petroleum refining. Residual Fuel Oil includes No. 5 and No. 6 fuel oils. The former is used in steam-powered vessels, and the latter is used for electric power generation, space heating, vessel bunkering and industrial processes.
- All wholesale and retail sales volumes refer to those sold by refiners only.

(29) No. 2 Distillate Fuel Oil Wholesale, Retail Sales Volume by Refiners

- Source: U.S. Energy Information Administration.
- No. 2 Distillate Fuel Oil consists of No. 2 diesel fuel and No. 2 fuel oil (heating oil). No. 2 diesel fuel is utilized in on-and-off highway diesel engines, including those used by railroad locomotives, trucks, automobiles and agricultural machinery. No. 2 fuel oil (heating oil) is used for space heating and moderate capacity industrial/commercial burner units.
- All wholesale and retail sales volumes refer to those sold by refiners only.

(30) Propane & Propylene and Distillate Fuel Oil Production and Consumption

- Source: U.S. Energy Information Administration.
- Distillate Fuel Oil is a general classification for a variety of petroleum fractions produced in petroleum distillation operations. Included within this classification are No. 1, No. 2 and No. 4 diesel fuels (used in on-highway and off-highway diesel engines), as well as No. 1, No. 2 and No. 4 fuel oils (used primarily for space heating and electric power generation).
- Propylene is an important petrochemical feedstock that is recovered from refinery or petrochemical processes. It is an olefinic hydrocarbon that is gaseous at standard temperature and pressure.
- Product Supplied is a proxy for consumption as it measures the disappearance of said product from primary sources, including refineries, processing plants, blending plants, pipelines and bulk terminals.

(31) U.S. Ending Stocks of Propane & Propylene and Distillate Fuel Oil

- Source: U.S. Energy Information Administration.
- Distillate Fuel Oil is a general classification for a variety of petroleum fractions produced in petroleum distillation operations. Included within this classification are No. 1, No. 2 and No. 4 diesel fuels (used in on-highway and off-highway diesel engines), as well as No. 1, No. 2 and No. 4 fuel oils (used primarily for space heating and electric power generation).
- Propylene is an important petrochemical feedstock that is recovered from refinery or petrochemical processes. It is an olefinic hydrocarbon that is gaseous at standard temperature and pressure.
- Ending Stocks are defined as the total volume of a propane and propylene/distillate fuel oil held in storage as of the last day of the period. Ending Stocks are monthly averages of Ending Stocks reported at the end of each week during that month, not the amount of Ending Stocks reported at the end of the month. The resulting values are represented as monthly average inventory levels.

DATA CENTER: ABBREVIATIONS & ACRONYMS, DEFINITIONS, DESCRIPTIONS AND CHART NOTES

(32) U.S. Well Starts by Depth
- Source: Platts RigData.
- Total number of well starts by depth on U.S. Land, U.S. Inland Waters and U.S. Offshore, respectively.

(33) Percentage of Crude Oil and Natural Gas Production per Shale Region
- Source: U.S. Energy Information Administration Drilling Productivity Report.
- Percentage of total U.S. crude oil and natural gas production from each of the shale regions.

(34) Drilled but Uncompleted Wells vs. Crude Oil Price
- Source: U.S. Energy Information Administration Drilling Productivity Report.
- Drilled but Uncompleted (DUC) Wells are oil and gas wells that have been drilled but haven't gone through the process of completion (the process of installing well casing, tubing and other equipment that prepares a well for production). The number of DUC wells has significant implications on the domestic supply response to crude oil price changes. If crude oil prices decrease, it is theoretically likely that the amount of DUC wells will increase, and vice versa in an increasing crude oil price scenario. Therefore, the West Texas Intermediate Crude price is tracked for comparative purposes.

(35) Hydraulic Fracturing Sand Producer Price Index
- Source: U.S. Bureau of Labor Statistics.
- Hydraulic Fracturing Sand is sand utilized as a proppant in the process of hydraulic fracturing to help facilitate the extraction of oil and gas from subsurface rock formations.
- The Producer Price Index for Hydraulic Fracturing Sand measures the weighted average period-to-period change in the selling prices received by domestic producers of hydraulic fracturing sand.
- Hydraulic Fracturing Sand Producer Price Index Base = 100 at June 1982.
- Not seasonally adjusted.

(36) and (37) Crude Oil and Natural Gas Production, Rig Count and Production per Rig
- Sources: U.S. Energy Information Administration Drilling Productivity Report (new-well crude oil and natural gas production per rig), Baker Hughes Inc. (rig count).
- New-Well Crude Oil or Natural Gas Production per Rig in each quarter represents the average of each month's value. New-well production per rig is estimated by dividing several trailing months of data on total production from new wells in each region by that region's monthly rig count, lagged by two months. New-well production per rig is intended to indicate an average rig's contribution to total crude oil production from new wells.
- The determination between a crude oil rig and a natural gas rig is made by the operating company at the time of issuance of the rig permit by the relevant state's permitting authority. The classification of a given rig as an oil or gas rig is based solely upon the operator's judgment after drilling an appraisal well and determining its specific hydrocarbon content. For example, if a well's production comes 50% from gas, 20% from Natural Gas Liquids and 30% from oil, it could either be listed as a gas rig, because gas comprises the largest share of hydrocarbons, or an oil rig because oil drives the well's economics. This determination is at the judgment of the operator.

DATA CENTER: ABBREVIATIONS & ACRONYMS, DEFINITIONS, DESCRIPTIONS AND CHART NOTES

(38) U.S. Drilling Rigs by Type

- Source: Baker Hughes North America Rotary Rig Count.
- A vertical well is a well that penetrates the earth vertically below the surface-mounted drilling platform, or the surface location of the well.
- A directional well is classified as one in which the surface location of the well is not vertically above the target reservoir. Thus, the well deviates horizontally from its surface location in order to reach the target reservoir, at a specific azimuth and incline. Azimuth measures the cardinal direction of the well's path relative to the surface location, and incline measures degrees of deviation from vertical.
- Per Baker Hughes methodology, a horizontal well is a type of directional well that deviates from vertical by greater than 80 degrees, or one in which the lower part of the wellbore is parallel to the "pay zone." The pay zone is the section of a reservoir that contains hydrocarbons that can be produced economically.

(39) Wind and Solar Prices

- Source: Lazard's Levelized Cost of Energy Analysis 2012-2020.
- The Levelized Cost of Energy (LCOE) is the net present value of the per-megawatt hour cost of building and operating a generating plant over an assumed financial life and duty cycle. It is utilized as a means of comparing the cost-competitiveness of various energy-generating technologies of unequal life spans, project sizes, capital profiles and capacities.
- The respective levelized costs of each generation technology for each year are a simple average of the high and low values of the cost range associated with that generating technology during that year.
- Solar PV refers to solar photovoltaic.
- Solar PV – Community refers to a solar power plant whose electricity is shared by more than one household.
- Solar PV – Rooftop Residential refers to a Solar PV system that has its solar panels mounted on the rooftop of a residential structure.
- Solar PV – Crystalline Rooftop refers to crystalline solar panels mounted on rooftops. Crystalline panels are a type of solar panel that achieves the photoelectric effect, the chemical process that converts solar (light) energy to electricity, through use of crystalline silicone solar cells.
- Solar PV – Crystalline Utility-Scale refers to a solar power plant that uses crystalline panels to generate power that is fed into the grid, supplying a utility with energy.
- Solar PV – Thin Film Utility-Scale refers to a solar power plant that uses thin-film solar panels to generate power that is fed into the grid, supplying a utility with energy. Thin-film panels differ from crystalline panels in that the photoemissive materials, those which produce an electric current when contacted by sufficient solar energy, are not cut from crystals.
- Solar Thermal refers to solar technology that generates thermal energy to heat water or other fluids, rather than generating electricity.

(40) U.S. Total Renewable Energy Consumption

- Source: U.S. Energy Information Administration Monthly Energy Review.
- Total Renewable Energy Consumption is comprised of hydroelectric, geothermal, solar, wind, wood, waste and biofuels.
- Waste refers to biomass waste and is organic non-fossil material of biological origin that is a byproduct or a discarded product. Biomass waste includes municipal solid waste from biogenic sources, landfill gas, sludge waste, agricultural crop byproducts, straw and other biomass solids, liquids and gases.
- Biofuels are liquid fuels and blending components produced from biomass feedstocks, used primarily for transportation. Biomass is organic, non-fossil material comprised of decayed biological matter.

(41) U.S. Solar, Wind and Hydroelectric Energy Consumption

- Source: U.S. Energy Information Administration Monthly Energy Review.

(42) U.S. Wood, Waste, Biofuels and Geothermal Energy Consumption

- Source: U.S. Energy Information Administration Monthly Energy Review.
- Biofuels are liquid fuels and blending components produced from biomass feedstocks, used primarily for transportation. Biomass is organic, non-fossil material comprised of decayed biological matter.

(43) Corn and Ethanol Prices and Corn Cost per Gallon of Ethanol

- Source: U.S. Department of Agriculture Economic Research Service (corn and ethanol price).

DATA CENTER: ABBREVIATIONS & ACRONYMS, DEFINITIONS, DESCRIPTIONS AND CHART NOTES

(44) U.S. Solar Energy Consumption

- Source: U.S. Energy Information Administration Monthly Energy Review.
- Utility-scale solar energy refers to solar energy generated by plants with a capacity of at least one megawatt that is transmitted via the transmission grid to a high volume of consumers. Thus, Utility-Scale Solar Energy Consumption represents consumption of solar energy generated at plants with capacity of at least one megawatt.
- Distributed solar energy refers to solar energy generated by small-scale generating plants with capacity below one megawatt that is distributed over a specific locality with a small volume of consumers relative to utility-scale energy consumers. Thus, Distributed Solar Energy Consumption represents consumption of solar energy generated at small-scale generating plants.

(45) U.S. Solar Energy Net Generation

- Source: U.S. Energy Information Administration Monthly Energy Review.
- Distributed Solar Photovoltaic Generation refers to energy generated by small-scale photovoltaic generation plants. Small-scale is defined as a plant with capacity below one megawatt. Photovoltaic generation refers to solar energy generated by photovoltaic solar panels.
- Utility-Scale Solar Electricity Net Generation refers to generation of solar energy by plants with capacity equal to or above one megawatt. Net generation is defined as the amount of gross generation less electrical energy consumed by the generating plant for service or auxiliaries.

(46) Distributed Solar Photovoltaic Generation by Sector

- Source: U.S. Energy Information Administration Monthly Energy Review.
- Distributed Solar Photovoltaic Generation refers to energy generated by small-scale photovoltaic generation plants. Small-scale is defined as a plant with capacity below one megawatt. Photovoltaic generation refers to solar energy generated by photovoltaic solar panels.

(47) Utility-Scale Solar Electricity Net Generation by Sector

- Source: U.S. Energy Information Administration Monthly Energy Review.
- Utility-Scale Solar Electricity Net Generation refers to generation of solar energy by plants with capacity equal to or above one megawatt. Net generation is defined as the amount of gross generation less electrical energy consumed by the generating plant for service or auxiliaries.
- Gaps in the data represent periods for which there was no data reported, or the data value was trivially small and thus deemed unnecessary to report.

(48) U.S. Solar Capacity Installations

- Source: Solar Energy Industries Association Q1 2017 Solar Market Insight Report.
- The Investment Tax Credit (ITC) is a federal policy tax incentive that supports the deployment of solar energy in the United States. The ITC allows those who install a solar system to claim up to 30% of the price paid to install the system as a tax credit when filing Federal taxes, thereby significantly discounting the cost associated with transitioning to solar energy.

(49) U.S. Wind Power Capacity Installations

- Source: American Wind Energy Association U.S. Wind Energy Quarterly Market Report.
- Wind Power Generation Capacity Installations refers to non-utility-scale wind power capacity additions. Utility-scale is defined as installations of wind turbines larger than 100 kilowatts.

(50) Utility-Scale Wind Power Capacity Installations

- Source: American Wind Energy Association U.S. Wind Energy Quarterly Market Report.
- Utility-Scale Wind Capacity includes installations of wind turbines larger than 100 kilowatts. Capacity installations may not always equate to an equal increase in cumulative wind power capacity due to decommissioned, uprated and repowered wind turbines.

DATA CENTER: ABBREVIATIONS & ACRONYMS, DEFINITIONS, DESCRIPTIONS AND CHART NOTES

(51) Wind Power Under Construction or in Advanced Development

- Source: American Wind Energy Association (AWEA) U.S. Wind Energy Quarterly Market Report.
- AWEA defines projects as being "in advanced development" if it has not yet begun construction, but has either signed a power purchase agreement, announced a firm turbine order, or been announced to proceed under utility ownership.

(52) U.S. Aggregated Energy Consumption by Sector

- Source: U.S. Energy Information Administration.
- Energy consumed by the electric power sector is primary energy only. Primary energy is energy in its original form, before any transformation to secondary or tertiary forms of energy. For example, coal can be converted to synthetic gas and then to electricity. Under these circumstances, coal is primary energy, synthetic gas is secondary energy and electricity is tertiary energy.

(53) U.S. Aggregated Energy Consumption by Source

- Source: U.S. Energy Information Administration.
- Total consumption of each category of energy is as accurate as possible. However, some data is unavailable or unreported and, thus, some total consumption values may be understated.
- Fossil Fuels includes coal, petroleum-based products, natural gas and natural gas-based products.
- Renewable Energy includes conventional hydroelectric, solar, biomass, nuclear, geothermal and wind.
- Biomass is a renewable energy source derived from organic matter such as wood, crop waste, or garbage, with wood being the largest contributor.
- Fossil Fuels and Renewable Energy consumption represent consumption of primary energy, which is energy in its original form, before transformation to secondary or tertiary forms of energy. Thus, to arrive at total energy consumption, Electricity Retail Sales (representing consumption of secondary and tertiary forms of energy) is added alongside consumption of Fossil Fuels and Renewable Energy.
- Electrical System Energy Losses are a deduction from total energy consumption, and are incorrectly represented as positively contributing to total energy consumption. Thus, total energy consumption figures in each year are overstated by the amount of electrical system energy losses.

(54) Electricity Prices by Sector

- Source: U.S. Energy Information Administration.

(55) Commercial Crude Oil Inventory

- Source: U.S. Energy Information Administration.
- U.S. Ending Stocks of Commercial Crude Oil represents stocks (inventory) of crude oil held in storage for commercial use. This figure excludes both lease stock and volumes in the Strategic Petroleum Reserve (SPR). Lease stock is crude oil stored in tanks at sites where producers are drilling on leased land. They're excluded from total commercial crude oil inventory because they aren't yet available for commercial use. The SPR is petroleum maintained by the Federal Government for use during periods of major supply interruption.
- Ending stocks (inventory) are primary stocks of crude oil held in storage as of midnight on the last day of the month. Primary stocks include crude oil held in storage at, or in, leases, refineries, natural gas processing plants, pipelines, tank farms and bulk terminals with the capacity to store a minimum of 50,000 barrels of petroleum products or that can receive petroleum products by tanker, barge or pipeline.

(56) Petroleum and Other Liquids Commercial Inventory

- Source: U.S. Energy Information Administration.
- Hydrocarbon Gas Liquids (HGLs) are molecules of carbon and hydrogen in various combinations. HGLs include alkanes, or paraffins (ethane, propane, butane, isobutene, natural gasoline) and alkenes, or olefins (ethylene, propylene, butylene, isobutylene).
- Unfinished Oils are all oils that require further processing and are produced by partial refining of crude oil. Unfinished Oils include napthas and lighter oils, kerosene and light gas oils, heavy gas oils and residuum.
- Other Hydrocarbons/Oxygenates are substances that increase the amount of oxygen in various gasoline blends when added to them. This category includes fuel ethanol, methanol and methyl tertiary butyl ether (MTBE).
- Total Motor Gasoline includes finished motor gasoline and motor gasoline blending components.

DATA CENTER: ABBREVIATIONS & ACRONYMS, DEFINITIONS, DESCRIPTIONS AND CHART NOTES

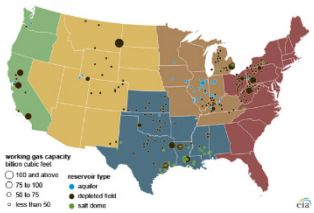
(56) Petroleum and Other Liquids Commercial Inventory (continued)

- Distillate Fuel Oil is a general classification for a variety of petroleum fractions produced in petroleum distillation operations. Included within this classification are No. 1, No. 2 and No. 4 diesel fuels (used in on-highway and off-highway diesel engines), as well as No. 1, No. 2 and No. 4 fuel oils (used primarily for space heating and electric power generation).
- Residual Fuel Oil is the general classification for heavy oils that remain after lighter oils are distilled away in the process of petroleum refining. Residual Fuel Oil includes No. 5 and No. 6 fuel oils. The former is used in steam-powered vessels, and the latter is used for electric power generation, space heating, vessel bunkering and industrial processes.
- Other Oils include aviation gasoline blending components, finished aviation gasoline, kerosene, petrochemical feedstocks, special napthas, lubricants, waxes, petroleum coke, asphalt and road oil, still gas and miscellaneous products.

(57) Natural Gas Underground Storage Capacity

- Source: U.S. Energy Information Administration.
- Underground Storage Capacity refers to total natural gas storage capacity in underground storage facilities called "salt domes," which are caverns hollowed out in subsurface salt formations. Salt domes are the primary means of natural gas storage in the United States.

U.S. Underground Natural Gas Storage Facilities by Type (July 2015)



(58) Commercial Crude Oil Refinery, Tank and Underground Storage Capacity and Utilization

- Source: U.S. Energy Information Administration.
- Commercial Crude Oil Storage Capacity refers to working storage capacity. Working capacity is the volume difference between a crude oil storage tank's maximum safe fill capacity and the volume below which pump suction is ineffective, called tank bottoms.
- Crude Oil Shell Storage Capacity is the design capacity of a petroleum storage tank. It includes tank bottoms, working storage capacity and contingency space. Contingency space is defined as available storage space above the defined maximum operating inventory level that remains empty during normal operations. Shell Storage Capacity is always greater than or equal to working storage capacity.
- Crude Oil Storage Capacity data is released only twice per year for the months of March and September. Thus, the data series excludes inventory levels for all months other than March and September of each year.

(59) Crude Oil and Natural Gas Pipeline Mileage

- Source: Pipeline and Hazardous Materials Safety Administration.
- The chart includes information from only Federal Energy Regulatory Commission-regulated pipeline companies.
- Crude Oil Pipeline Mileage represents total mileage of pipelines dedicated to the transport of crude oil and those dedicated to the transport of petroleum products. Pipeline Mileage for crude oil includes trunk lines only.
- Pipeline Mileage for natural gas includes both trunk and gathering lines.
- Trunk lines are synonymous with transmission lines, which are large, cross-country pipelines that move oil or gas from producing areas to refineries. Gathering lines are pipelines that transport oil or gas from the area in which it was produced to a storage facility which acts as an intermediate stop before transportation by truck, railcar, or trunk line.

(60) Crude Oil and Petroleum Products Pipeline Movements Between Petroleum Administration for Defense Districts (PADDs)

- Source: Federal Reserve Bank of St. Louis, with data provided by the U.S. Energy Information Administration.
- Crude Oil and Petroleum Products Pipeline Movements Between PADDs represents the total volume of crude oil and petroleum products transported between each PADD. The data does not include movements within each PADD.

DATA CENTER: ABBREVIATIONS & ACRONYMS, DEFINITIONS, DESCRIPTIONS AND CHART NOTES

(61) Natural Gas Cumulative Interstate Pipeline Systems Capacity

- Source: U.S. Energy Information Administration.
- Cumulative Interstate Capacity refers to capacity of natural gas pipelines crossing between states. Thus, capacity of intrastate pipelines is not included and the data should not be interpreted as representing total capacity of natural gas pipelines.

(62) Crude Oil and Petroleum Products Exports to Mexico

- Source: U.S. Energy Information Administration.
- Petroleum Products include pentanes plus, liquefied petroleum gases, unfinished oils, finished motor gasoline, motor gasoline blending components, oxygenates, fuel ethanol, distillate fuel oil, kerosene, kerosene-type jet fuel, special napthas, residual fuel oil, waxes, petroleum coke, asphalt and road oil, lubricants and miscellaneous products.

(63) Truck Tonnage Index

- Source: U.S. Department of Transportation, Bureau of Transportation Statistics.
- The Truck Tonnage Index measures the gross tonnage of freight that is transported by motor carriers for a given month. The Index serves as an indicator of shipping activity in the United States.
- Created by the U.S. Department of Transportation, Bureau of Transportation Statistics via information published in the American Trucking Association (ATA) Monthly Truck Tonnage Report.
- In January 2018, ATA revised the seasonally adjusted index back five years as part of its annual revision. In addition, ATA re-indexed the seasonally adjusted and not seasonally adjusted tonnage indexes to 2015 = 100 back to 1973.

(64) Heavy Truck Sales

- Source: Federal Reserve Bank of St. Louis.
- Heavy Trucks are trucks with more than 14,000 pounds gross vehicle weight.

(65) Trucking Conditions Index

- Source: FTR Transportation Intelligence.
- The Trucking Conditions Index summarizes the status of the trucking industry through tracking changes in six major conditions including freight volumes, freight rates, fleet capacity, fleet bankruptcies, fuel price and financing.
- An index value greater than zero represents a positive environment in the truck market, and an index value below zero represents a negative environment. An index value above 10 is a sign that volumes, prices and margin are in a solidly favorable range.

(66) Freight Transportation Services Index

- Source: Federal Reserve Bank of St. Louis.
- The Freight Transportation Services Index measures the output of the for-hire freight transportation industry and consists of data from for-hire trucking, rail, inland waterways, pipelines and air freight.

(67) Crude Oil Refinery Receipts by Transportation Method

- Source: U.S. Energy Information Administration.
- Refinery Receipts by Pipeline, Tanker, Barge, Truck and Rail refer to total volumes of crude oil of domestic and international origin that are in transit to, or received by, domestic refineries. Volumes of crude oil in transit via pipeline are excluded from receipts. Foreign crude oil is included in receipts only after entry through customs.
- Refinery inputs track volumes of crude oil that are entered into refining processes (e.g., distillation units, cokers, etc.).
- The volume difference between refinery receipts and refinery inputs is that which is in transit but not yet received by refineries plus that which has been received and is held in bonded storage, awaiting entry into refining processes.

(68) Crude Oil Movements by Tanker and Barge Movements Between Petroleum Administration for Defense Districts (PADDs)

- Source: U.S. Energy Information Administration.
- The data series shown on the chart is an aggregate of all crude oil movements between Petroleum Administration for Defense Districts (PADDs). This includes crude oil movement from PADD 1 to PADD 2 and PADD 3; PADD 2 to PADD 1 and PADD 3; and PADD 3 to PADD 1, PADD 2 and PADD 5.
- PADD 1 is the East Coast region, PADD 2 is the Midwest region, PADD 3 is the Gulf Coast region and PADD 5 is the West Coast region.

DATA CENTER: ABBREVIATIONS & ACRONYMS, DEFINITIONS, DESCRIPTIONS AND CHART NOTES

(69) Movements of Crude Oil by Rail
- Source: U.S. Energy Information Administration.

(70) Average Weekly Rail Carloads of Petroleum and Petroleum Products
- Source: Association of American Railroads.
- Monthly aggregates of the average weekly number of rail carloads transporting petroleum and petroleum products in the United States.
- Excludes the U.S. operations of Canadian railroads.

(71) U.S. Manufacturers' Monthly Shipments and U.S. Purchasing Managers' Index (PMI®)
- Sources: For Manufacturers' Monthly Shipments - U.S. Census Bureau Manufacturers' Shipments, Inventories and Orders Survey; and for U.S. Purchasing Managers' Index (PMI®) – Institute for Supply Management Manufacturing Report on Business®.
- A PMI® above 50 represents expansion within the manufacturing sector compared with the prior month.

(72) U.S. New Housing Starts and Total U.S. Construction Spending
- Source: U.S. Census Bureau.

(73) London Interbank Offered Rate (LIBOR), Based on U.S. Dollar
- Source: ICE Benchmark Administration Limited via the Federal Reserve Bank of St. Louis.
- The London Interbank Offered Rate is the average interest rate at which leading banks borrow funds of a sizeable amount from other banks in the London market. LIBOR is the most widely used benchmark or reference rate for short term interest rates. The chart values are monthly percent averages of daily figures and are not seasonally adjusted.

(74) Bank Prime Loan Interest Rates
- Source: Federal Reserve Bank of St. Louis.
- The Bank Prime Loan Interest Rate is that posted by a majority of top 25 (by assets in domestic offices) insured, U.S.-chartered commercial banks. Prime is one of several base rates used by banks to price short-term business loans.
- The chart values are monthly percent averages of daily figures and are not seasonally adjusted.

(75) Commercial and Industrial Loans vs. Banking Standards
- Source: Federal Reserve Bank of St. Louis.
- Net Percentage of Domestic Banks Tightening Standards for Commercial and Industrial Loans to large and middle-market firms. Quarterly, not seasonally adjusted.
- Commercial and Industrial Loans, All Commercial Banks. Monthly, seasonally adjusted.

(76) U.S. Treasury Yield Curve
- Source: U.S. Treasury.
- U.S. Treasury Yield Curve rates are commonly referred to as Constant Maturity Treasury (CMT) rates. Yields are interpolated by the U.S. Treasury from the daily yield curve.
- The curve, which relates the yield on a security to its time to maturity, is based on the closing market bid yields on actively traded U.S. Treasury securities in the over-the-counter market.

(77) Corporate Spreads to Treasuries by Quality
- Source: Federal Reserve Bank of St. Louis.
- Corporate Spreads to Treasuries represent the spread, or difference, between the yield curve of an index of corporate bonds of a given rating category and the spot rate U.S. Treasury curve. The spot rate U.S. Treasury curve is a yield curve that uses U.S. Treasury spot rates rather than yields, and represents the rate for a zero-coupon U.S. Treasury bond.
- The corporate bond yield indexes are Bank of America Merrill Lynch Option-Adjusted Spread (OAS) Indexes for all bonds with a given investment rating of AA, BB or CCC or below that are publically issued in the U.S. domestic market. Each respective OAS index is calculated using each constituent bond's OAS, weighted by market capitalization. A bond's OAS is the bond's yield spread relative to the risk-free rate of return, typically the U.S. Treasury securities yield, adjusted to account for an embedded option.

HOT TOPICS

CARBON CAPTURE INFRASTRUCTURE OPPORTUNITIES

In this issue we'll focus again on an area of very promising opportunities for energy infrastructure companies and their suppliers: carbon capture for ethanol, power generation, and industrial processes. We'll include the status of massive new ethanol-based pipeline projects on the drawing boards, but which are encountering strong opposition.

This market is driven by the transition to a lower carbon economy, both here in the U.S. and globally. It promises major opportunities for companies that supply and build infrastructure. Here's why this is potentially a very big deal for suppliers over the next several years.

Carbon capture and sequestration, or CCS for short, is widely agreed to be essential to achieving net-zero greenhouse gas emissions by 2050. Once CO2 is captured from whatever the source, it must be transported to permanent underground storage. That is done by compressing the CO2 to at least 1,500 PSI, at which point it becomes a liquid. Once liquified, it can be sent by pipeline to its destination – typically very deep, naturally-occurring underground caverns.

The outlook for large-scale CCS depends on success in building a very large network of CO2 pipelines. Some credible estimates are as high as 100,000 miles of new pipeline systems will be needed over the next 15-20 years. That's a huge volume of construction, equipment and supplies such as steel pipe, valves and fittings, not to mention all of the supplies going into the capture equipment, tanks, compressors, and the structures needed to support them, and the infrastructure around deep underground sequestration wells.

Processes that emit a high-intensity stream of CO2 include gas or coal power plant combustion, steel and cement manufacturing, petrochemical manufacturing, crude oil refining, and ethanol refining. Without CCS, the CO2 generated by these processes is released into the atmosphere.

The key to economically viable CCS is something called "cost of capture." The purer the stream of CO2 coming off whatever process it's being emitted from, the cheaper it is to capture and the more financially viable the system will be.

HOT TOPICS

CARBON CAPTURE INFRASTRUCTURE OPPORTUNITIES (CONTINUED)

So far, the CO2 source where capture is most economical is ethanol refining, which emits a pure stream of it as a byproduct. Ethanol is refined from corn, so most ethanol is produced where the corn is grown – the Midwest corn belt of Iowa, Nebraska, South Dakota, North Dakota, Minnesota and Illinois. In fact ethanol production consumes over half of the U.S. corn crop, which means its ongoing viability in the fuel mix is crucial to crop and farmland values, and the regional agriculture-driven economies. It also drives a huge market for agricultural equipment such as tractors and combines.

Today there are three CCS capture and pipeline projects on the drawing boards in that six-state region. Together they constitute over 4,000 miles of new pipeline systems. They will gather CO2 from about 50 ethanol refineries and take it by pipeline to storage caverns in North Dakota and Illinois, via pipes with diameters ranging from 4 inches to 24 inches.

The business case for carbon capture from ethanol is that it makes that ethanol a net-zero fuel. This adds to its market value, since low-carbon fuels fetch a higher price in markets like California, Oregon and Canada which have enacted low carbon fuel standards. It also assures ethanol's viability as a fuel for many years to come.

But these projects are attracting intense opposition from environmental left organizations like the Sierra Club. Their agenda is to eliminate ethanol along with other liquid fuels from our energy mix. If they were to succeed, farmers and the Midwest agriculture economy would be devastated, not least because ethanol consumes over half of the nation's corn crop.

Nevertheless the pipeline projects are making good progress, and the schedule looks promising for construction in 2023 and operation in 2024. But here's the kicker that now makes these and other CCS projects even more likely to happen.

Keep in mind there are no commercial paying customers for CO2 that is captured and sequestered. So how does a pipeline system developer make a return on his multi-billion dollar investment? There really is a customer: your federal government. The new Inflation Reduction Act that was recently signed into law has a provision that awards generous tax credits to businesses that capture and sequester carbon dioxide – to the tune of $85 per ton of CO2.

HOT TOPICS

CARBON CAPTURE INFRASTRUCTURE OPPORTUNITIES (CONTINUED)

To put that into perspective, one of the ethanol-based pipeline systems under development – the Summit Carbon Solutions 2,000-mile pipeline network, is estimated at $4.5 billion of capital investment. It will capture and sequester 12 million tons of CO2 per year from 32 ethanol refineries.

At $85 times 12 million, that works out to about $1 billion per year of tax credits – a pretty good return on investment. So there's plenty of economic incentive built into the equation. The key will be overcoming opposition during the project permitting process.

The Energy Equipment and Infrastructure Alliance (EEIA) is spearheading a campaign to mobilize business and community leaders to counter that opposition and make sure these projects move forward. Anyone interested in helping out, or just learning more, should contact us at info@eeia.org.

HOT TOPICS

THE DECLINE OF JUST-IN-TIME

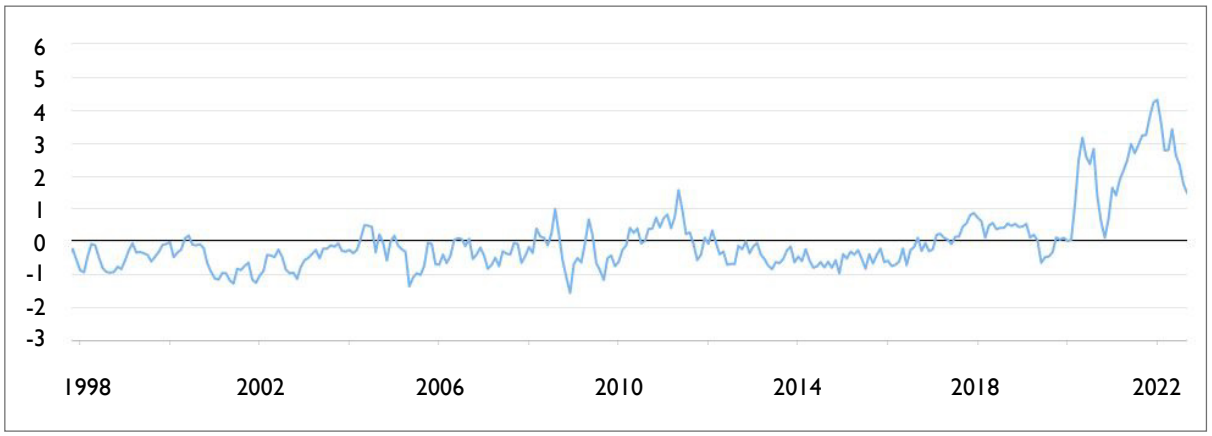
As a means of improving efficiency and lowering costs, most companies rely on a just-in-time (JIT) supply chain model, where materials are ordered and then delivered when they are needed rather than being stockpiled in excess. This inventory and production management system, developed by Toyota Corporation in the early 1970s, allows companies to reduce inventory damage and waste, decrease warehouse holding costs, and optimize production.[1] It eliminates the need for each stage in the production process to hold buffer stock, which results in savings.

While the JIT model has served thousands of businesses well over the years, running a business this way is a precarious act of coordination. The previously thriving model is now struggling due to supply chain disruptions caused by the ongoing effects of the pandemic and sanctions on Russia. Transportation bottlenecks, raw material supply shortages, finished goods shortages, as well as inventory challenges, have adversely affected the global marketplace. For businesses, especially manufacturers, the supply chain disruptions have had financial and operational consequences. When raw materials and packaging are not available when needed, production is slowed or halted, and sales are delayed or lost altogether.

Global supply chains as a whole are still facing many logistical issues – labor shortages and increasing labor costs, port delays and a scarcity of shipping containers, reflected in the 500% surge in the price of shipping containers from Asia to the United States compared to last year.[2] The moves in the Global Supply Chain Pressure Index from the beginning of 2022 suggest that although global supply chain pressures have been decreasing, they remain at historically high levels.[3]

Global Supply Chain Pressure Index[3]

Standard Deviations from Average Value



HOT TOPICS

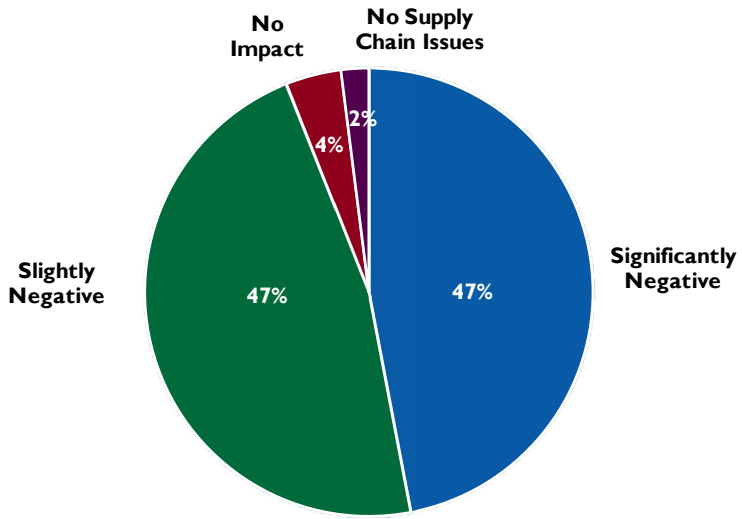
THE DECLINE OF JUST-IN-TIME (CONTINUED)

Within the energy sector, these logistical issues have exploited the weaknesses of the JIT model directly affecting the supply of energy, but also creating delays in the production and shipment of many materials and equipment crucial in the industry's supply chain. With the United States banning the import of Russian oil and natural gas, the country is now pressured to produce its own. However, increasing domestic production has proven to be an issue as many exploration and production firms within the oil and natural gas industry are waiting much longer to receive materials and equipment they need such as casing and coiled tubing.[4] In addition, producers and service companies are constrained by labor shortages. An industry that lacks materials and experienced staff cannot substantially increase drilling and production in a short period of time.

According to a recent Federal Reserve Bank of Dallas Energy Survey, the Supplier Delivery Time Index for the oil and gas sector rose from 30.6 to 31.9 in the second quarter – a record high indicative of the increase in the time it takes for firms to receive materials and equipment.[5] The measure of lag time for deliveries among oilfield service firms also saw a record high, rising from 25.5 to 36.0, signifying delays in the acquisition of products/services.[5]

U.S. gas prices soared to an average of $5 per gallon in June,[6] a result of the combined effects of the decrease in supply due to sanctions on Russia and issues with the supply chain. Despite the unprecedented costs, demand for the fuel has not decreased. The reliance of transportation on this fuel and the pent up demand to travel as a result of lockdowns from COVID-19 have bolstered the demand to withstand the tremendous increase in costs.[7] Exploration and production firms are struggling to overcome supply chain issues and meet the unusually high demand for oil, with 94% of firms surveyed by the Federal Reserve Bank of Dallas reporting that supply chain issues were having a negative impact.[5]

Impact of Supply Chain Issues on Oil and Gas Firms[4]



HOT TOPICS

THE DECLINE OF JUST-IN-TIME (CONTINUED)

U.S. oil and gas companies are not the only ones dealing with supply chain struggles associated with delays and shortages caused by the JIT model's failure to adapt to recent global disruptions. Utility operators within the U.S. power industry have been forced to stock up and save their inventory of parts and equipment to address shortages of essential components such as the transformers that convert high voltage energy into energy used in homes.[8]

Recent initiatives to go green might have to be put on hold, as the renewable energy sector is facing similar supply chain issues. Copper, crucial to the infrastructure that transports renewable energy, as well as electric vehicles, solar and wind power, and energy storage batteries, is another material facing shortage issues. With an expected demand of 50 million metric tons and an annual supply shortage forecast to be 10 million metric tons by 2035,[9] the idea of a JIT model that relies on quick, readily available copper for production seems difficult to continue for the copper dependent renewable energy sector.

Unfortunately, as with many aspects of pre-pandemic life, the relative stability in the global supply chain that industries enjoyed for many years is unlikely to be restored any time soon. Manufacturers and their suppliers must adapt to these new and continuing challenges. Companies will need to reevaluate many of their contracting and operations, including their approach to managing the risks inherent in pricing, warehousing/inventory and freight costs. Some companies may "reshore" production, so that their JIT models are less prone to supply problems.

Supply chains have thrived on the efficiency of the JIT supply chain model since its development in the 1970s. Within the energy sector, however, where the product is a necessity and delays and shortages are not an option, companies may have to consider changing their procedures and prepare for interruptions by storing inventory ahead of time. In this time of disruption and uncertainty, companies in all industries may have to sacrifice the efficiency of just-in-time for the safety of larger inventories.

Sources:
1) All Things Supply Chain, Is This the End of the Just-In-Time Supply Chain?, February 14, 2022.
2) National Law Review, Flexible Strategies for Managing Uncertainty in Manufacturing Supply Chains, July 7, 2022.
3) Federal Reserve Bank of New York, Global Supply Chain Pressure Index. August 31, 2022.
4) Federal Reserve Bank of Dallas, Don't Look to Oil Companies to Lower High Retail Gasoline Prices, May 10, 2022.
5) Federal Reserve Bank of Dallas, Dallas Energy Fed Survey, June 23, 2022.
6) Wall Street Journal, High Gas Prices Have Fuel Makers Raking in Cash, July 21, 2022.
7) Federal Reserve Bank of Dallas, High Fuel Prices in the U.S. May Crimp Oil Demand Soon, June 21, 2022.
8) Reuters, U.S. Power Companies Face Supply Chain Crisis this Summer, June 29, 2022.
9) CNBC, A Coming Copper Shortage Could Derail the Energy Transition, Report Finds, July 14, 2022.

PUBLIC AND TRANSACTION COMPARABLES BY SEGMENT

PETROLEUM PRODUCTS

EQUITY COMPARABLES (1)

Petroleum Products (United States & Canada)

Company	LTM[2] Revenues	LTM[2] EBITDA	Margin	Stock Price 06/30/22	% of 52-Week High	Market Cap	Total Enterprise Value[3]	TEV / LTM Revenues	TEV / LTM EBITDA	Net Debt[4]/ EBITDA
Calumet Specialty Products Partners, L.P.	$4,263	$121	2.8%	$10.39	59.6%	$822	$2,592	0.6x	21.4x	13.9x
Chevron Corporation	206,099	47,275	22.9	144.78	79.4	284,466	302,976	1.5x	6.4x	0.3x
CVR Energy, Inc.	9,513	1,121	11.8	33.50	76.8	3,368	4,554	0.5x	4.1x	0.7x
EnLink Midstream, LLC	8,923	1,187	13.3	8.50	71.7	4,106	9,988	1.1x	8.4x	3.6x
Gibson Energy Inc.	7,617	323	4.2	18.51	85.9	2,728	3,892	0.5x	12.0x	3.9x
Exxon Mobil Corporation	354,956	69,708	19.6	85.64	81.1	360,819	404,593	1.1x	5.8x	0.4x
HF Sinclair Corporation	28,929	2,640	9.1	45.16	77.2	10,081	14,068	0.5x	5.3x	0.8x
Keyera Corp.	5,047	828	16.4	22.83	82.9	5,045	7,755	1.5x	9.4x	3.4x
Marathon Petroleum Corporation	160,241	15,814	9.9	82.21	71.9	44,804	69,568	0.4x	4.4x	0.9x
Parkland Corporation	22,972	1,051	4.6	27.14	83.7	4,222	9,195	0.4x	8.7x	4.5x
Phillips 66	147,603	7,176	4.9	81.99	73.7	39,445	51,773	0.4x	7.2x	1.6x
NuStar Energy L.P.	1,670	693	41.5	14.00	73.9	1,544	6,086	3.6x	8.8x	4.5x
Valero Energy Corporation	149,961	12,400	8.3	106.28	72.4	43,372	55,484	0.4x	4.5x	0.6x
Median			**9.9%**		**76.8%**			**0.5x**	**7.2x**	**1.6x**
Mean			**13.0%**		**76.2%**			**1.0x**	**8.2x**	**3.0x**

SELECTED TRANSACTIONS

Announced / Closed Date	Target(s)	Acquirer	Total Enterprise Value (TEV)	TEV / Revenues	TEV / EBITDA
8/17/2022	DCP Midstream, LP (NYSE:DCP)	Phillips 66 (NYSE:PSX)	$13,227.8	0.7x	7.3x
7/28/2022	PBF Logistics LP (NYSE:PBFX)	PBF Logistics LP (NYSE:PBFX)	$1,661.0	4.8x	7.8x
4/24/2019	Anadarko Petroleum Corporation (NYSE:APC)	Occidental Petroleum Corporation (NYSE:OXY)	$57,809.2	4.4x	7.6x
10/22/2018	EnLink Midstream Partners, LP (NYSE:ENLK)	EnLink Midstream, LLC (NYSE:ENLC)	$12,923.5	1.7x	12.2x
8/27/2018	Blue Ridge Mountain Resources, Inc. (OTCPK:BRMR)	Eclipse Resources Corporation (NYSE:ECR)	$348.0	3.6x	12.8x
8/1/2018	Energy Transfer Operating, LP	Energy Transfer, LP (NYSE:ET)	$69,430.8	2.1x	10.9x
5/17/2018	Enbridge Energy Partners, LP (NYSE:EEP)	Enbridge Inc. (TSX:ENB)	$15,925.8	6.6x	10.1x
4/30/2018	Andeavor (NYSE:ANDV)	Marathon Petroleum Corporation (NYSE:MPC)	$35,103.0	0.9x	12.7x
11/8/2017	Alon USA Partners, LP	Delek US Holdings, Inc. (NYSE:DK)	$1,050.4	0.5x	5.9x

(1) Matching public companies to middle-market companies is an imperfect comparable analysis due to the variables of size, equipment, markets, etc. Nonetheless JKC's research has yielded this list as the closest available.
(2) LTM is defined as last twelve months.
(3) Total Enterprise Value is defined as market capitalization plus total debt less cash and cash equivalents.
(4) Net Debt is defined as total debt less cash and cash equivalents.

PUBLIC AND TRANSACTION COMPARABLES BY SEGMENT

NATURAL GAS

EQUITY COMPARABLES (1)

Natural Gas (United States & Canada)

Company	LTM[2] Revenues	LTM[2] EBITDA	LTM[2] Margin	Stock Price 06/30/22	% of 52-Week High	Market Cap	Total Enterprise Value[3]	TEV / LTM Revenues	TEV / LTM EBITDA	Net Debt[4]/ EBITDA
Alliant Energy Corporation	$3,963	$1,532	38.7%	$58.61	89.7%	$14,700	$22,625	5.7x	14.8x	5.3x
AltaGas Ltd.	9,792	1,137	11.6	21.09	87.2	5,918	13,602	1.4x	12.0x	5.5x
Atmos Energy Corporation	4,047	1,433	35.4	112.10	91.2	15,584	22,850	5.6x	15.9x	5.2x
Avista Corporation	1,568	447	28.5	43.51	92.8	3,152	5,673	3.6x	12.7x	5.9x
Baytex Energy Corp.	1,618	20	1.2	4.85	68.2	2,747	3,753	2.3x	186.5x	43.8x
Calumet Specialty Products Partners, L.P.	4,263	121	2.8	10.39	59.6	822	2,592	0.6x	21.4x	13.9x
Cenovus Energy Inc.	47,972	9,505	19.8	19.01	78.5	37,494	46,689	1.0x	4.9x	0.8x
Chesapeake Utilities Corporation	630	214	34.0	129.55	88.6	2,297	3,067	4.9x	14.3x	3.5x
Crestwood Equity Partners LP	5,639	572	10.2	24.08	73.1	2,359	6,261	1.1x	10.9x	5.1x
Dominion Energy, Inc.	14,931	7,330	49.1	79.81	89.9	64,819	108,224	7.2x	14.8x	5.9x
EnLink Midstream, LLC	8,923	1,187	13.3	8.50	71.7	4,106	9,988	1.1x	8.4x	3.6x
Enbridge Inc.	40,602	9,093	22.4	42.20	91.1	85,520	151,982	3.7x	16.7x	6.6x
Enterprise Products Partners L.P.	51,270	8,200	16.0	24.37	85.1	53,138	83,979	1.6x	10.2x	3.5x
Epsilon Energy Ltd.	60	41	68.6	5.89	73.7	140	110	1.8x	2.7x	(0.7)x
Eversource Energy	10,959	3,367	30.7	84.47	89.3	29,132	50,115	4.6x	14.9x	6.4x
Genesis Energy, L.P.	2,454	449	18.3	8.02	59.5	983	5,439	2.2x	12.1x	7.4x
National Fuel Gas Company	2,107	1,106	52.5	66.05	86.9	6,041	8,853	4.2x	8.0x	2.4x
New Jersey Resources Corporation	2,673	455	17.0	44.53	93.7	4,282	7,059	2.6x	15.5x	6.7x
Northwest Natural Holding Company	941	284	30.2	53.10	92.1	1,819	3,253	3.5x	11.5x	4.7x
MDU Resources Group, Inc.	6,167	823	13.3	26.99	81.0	5,488	8,392	1.4x	10.2x	3.7x
OGE Energy Corp.	2,839	1,006	35.4	38.56	90.2	7,720	12,948	4.6x	12.9x	4.9x
ONE Gas, Inc.	2,268	543	23.9	81.19	88.0	4,392	8,568	3.8x	15.8x	7.7x
ONEOK, Inc.	21,398	3,266	15.3	55.50	73.9	24,787	38,647	1.8x	11.8x	4.2x
RGC Resources, Inc.	83	25	29.8	19.07	73.3	187	302	3.6x	12.1x	4.7x
South Jersey Industries, Inc.	2,342	546	23.3	34.14	96.7	4,178	7,506	3.2x	13.8x	6.4x
Southwest Gas Holdings, Inc.	4,387	802	18.3	87.08	91.1	5,821	11,658	2.7x	14.5x	7.3x
Summit Midstream Partners, LP	397	164	41.3	12.73	27.3	129	1,634	4.1x	10.0x	7.5x
Targa Resources Corp.	20,916	2,413	11.5	59.67	73.2	13,604	23,787	1.1x	9.9x	3.0x
TC Energy Corporation	10,839	6,822	62.9	51.77	89.6	50,888	94,123	8.7x	13.8x	6.3x
Median			**23.3%**		**87.2%**			**3.2x**	**12.7x**	**5.3x**
Mean			**26.7%**		**80.9%**			**3.2x**	**18.4x**	**6.6x**

(1) Matching public companies to middle-market companies is an imperfect comparable analysis due to the variables of size, equipment, markets, etc. Nonetheless JKC's research has yielded this list as the closest available.
(2) LTM is defined as last twelve months.
(3) Total Enterprise Value is defined as market capitalization plus total debt less cash and cash equivalents.
(4) Net Debt is defined as total debt less cash and cash equivalents.

PUBLIC AND TRANSACTION COMPARABLES BY SEGMENT

NATURAL GAS

SELECTED TRANSACTIONS (1)

Announced / Closed Date	Target(s)	Acquirer	Total Enterprise Value (TEV)	TEV / Revenues	TEV / EBITDA
8/17/2022	DCP Midstream, LP (NYSE:DCP)	Phillips 66 (NYSE:PSX)	$13,227.8	0.7x	7.3x
2/24/2022	South Jersey Industries, Inc. (NYSE:SJI)	J.P. Morgan Asset Management, Inc. ; JPMorgan Infrastructure Investments, L.P.	$7,846.1	3.9x	16.6x
10/26/2021	Oasis Midstream Partners LP (NasdaqGS:OMP)	Crestwood Equity Partners LP (NYSE:CEQP)	$1,807.8	4.8x	8.1x
10/14/2021	Southwest Gas Holdings, Inc. (NYSE:SWX)	Icahn Enterprises L.P. (NasdaqGS:IEP)	$8,571.9	2.3x	10.6x
2/17/2021	Enable Midstream Partners, LP (NYSE:ENBL)	Energy Transfer LP (NYSE:ET)	$7,329.7	3.1x	9.5x
1/13/2021	Corning Natural Gas Holding Corporation (OTCPK:CNIG)	Argo Infrastructure Partners LP	$172.0	4.6x	17.2x
7/27/2020	CNX Midstream Partners LP (NYSE:CNXM)	CNX Resources Corporation (NYSE:CNX)	$764.2	5.1x	6.6x
2/27/2020	EQM Midstream Partners, LP	Equitrans Midstream Corporation (NYSE:ETRN)	$4,395.8	7.6x	8.1x
10/21/2019	AltaGas Canada Inc. (TSX:ACI)	Alberta Teachers' Retirement Fund Board; Public Sector Pension Investment Board	$1,278.2	5.2x	15.2x
9/16/2019	SemGroup Corporation	Energy Transfer LP (NYSE:ET)	$5,007.4	1.9x	11.2x
8/27/2019	Tallgrass Energy, LP (NYSE:TGE)	The Blackstone Group Inc. (NYSE:BX)	$9,337.3	9.9x	9.9x
5/8/2019	Andeavor Logistics LP	MPLX LP (NYSE:MPLX)	$14,804.7	5.6x	10.6x
4/24/2019	Anadarko Petroleum Corporation (NYSE:APC)	Occidental Petroleum Corporation (NYSE:OXY)	$57,809.2	4.4x	7.6x
11/8/2018	Western Gas Partners, LP (NYSE:WES)	Western Gas Equity Partners, LP (NYSE:WGP)	$13,427.9	6.5x	12.0x
10/22/2018	EnLink Midstream Partners, LP (NYSE:ENLK)	EnLink Midstream, LLC (NYSE:ENLC)	$12,923.5	1.7x	12.2x
10/9/2018	Antero Midstream Partners LP (NYSE:AM)	Antero Midstream GP LP (NYSE:AMGP)	$7,359.7	7.7x	11.5x
9/28/2018	American Midstream Partners, LP (NYSE:AMID)	ArcLight Capital Partners, LLC	$1,595.1	2.0x	14.2x
8/27/2018	Blue Ridge Mountain Resources, Inc. (OTCPK:BRMR)	Eclipse Resources Corporation (NYSE:ECR)	$348.0	3.6x	12.8x
8/1/2018	Energy Transfer Operating, LP	Energy Transfer, LP (NYSE:ET)	$69,430.8	2.1x	10.9x

(1) Total Enterprise Value is defined as market capitalization plus total debt less cash and cash equivalents.

PUBLIC AND TRANSACTION COMPARABLES BY SEGMENT

PROPANE AND HEATING/FUEL OIL

EQUITY COMPARABLES (1)

Propane and Heating/Fuel Oil (United States & Canada)

Company	LTM[2] Revenues	LTM[2] EBITDA	LTM[2] Margin	Stock Price 06/30/22	% of 52-Week High	Market Cap	Total Enterprise Value[3]	TEV / LTM Revenues	TEV / LTM EBITDA	Net Debt[4]/ EBITDA
Ferrellgas Partners, L.P.	$2,062	$322	15.6%	$12.40	48.9%	$60	$1,978	1.0x	6.1x	6.2x
NGL Energy Partners LP	8,957	531	5.9	1.52	52.2	199	4,526	0.5x	8.5x	6.6x
Spire Inc.	2,175	624	28.7	74.37	93.9	3,876	7,956	3.7x	12.8x	6.3x
Star Group, L.P.	1,946	127	6.5	9.17	77.1	337	702	0.4x	5.5x	2.4x
Suburban Propane Partners, L.P.	1,472	312	21.2	15.26	86.0	961	2,214	1.5x	7.1x	3.9x
UGI Corporation	9,610	2,740	28.5	38.61	79.5	8,108	14,528	1.5x	5.3x	2.2x
Median			**18.4%**		**78.3%**			**1.2x**	**6.6x**	**5.0x**
Mean			**17.7%**		**72.9%**			**1.4x**	**7.6x**	**4.6x**

SELECTED TRANSACTIONS

Announced / Closed Date	Target(s)	Acquirer	Total Enterprise Value (TEV)	TEV / Revenues	TEV / EBITDA
8/4/2022	Propane Business in Northern New Mexico	Suburban Propane Partners, L.P. (NYSE:SPH)	-	-	-
3/28//22	Retail Propane Distribution and Refined Fuels Assets of Quarles Petroleum Inc.	Superior Plus Corp. (TSX:SPB)	$145.0	-	-
7/14/2021	Kamps Propane, Inc.	Superior Plus Corp. (TSX:SPB)	$240.0	-	8.9x
4/22/2021	Assets of Freeman Gas, Inc.	Superior Plus Corp. (TSX:SPB)	$170.0	-	-
2/11/2021	Assets of Highlands Propane Inc.	Superior Plus Corp. (TSX:SPB)	$10.9	-	-
2/11/2021	Miller Propane Inc.	Superior Plus Corp. (TSX:SPB)	$5.9	-	-
1/26/2021	All of the Assets of Holden Oil, Inc.	Superior Plus Corp. (TSX:SPB)	$17.8	-	-
11/11/2020	Assets of Petroleum Heat and Power Co., Inc.	Superior Plus Corp. (TSX:SPB)	$6.1	-	-
10/15/2020	Central Coast Propane, Inc.	Superior Plus Corp. (TSX:SPB)	$12.9	-	-
9/1/2020	Simmons Energy Solutions Inc.	MFA Oil Company	-	-	-
8/25/2020	Rymes Propane & Oils, Inc.	Superior Plus Corp. (TSX:SPB)	$159.0	-	-
7/28/2020	Champagne's Energy, Inc.	Superior Plus Corp. (TSX:SPB)	$27.3	-	-
2/6/2020	All American Propane, Inc.	ThompsonGas LLC	-	-	-
1/9/2020	Evelyn Jeanne, Inc., d/b/a Western Propane Service	Superior Plus Corp. (TSX:SPB)	-	-	-
11/13/2019	Propane Distribution Assets in New Brunswick and Quebec	Superior Plus Corp. (TSX:SPB)	$3.7	-	-

(1) Matching public companies to middle-market companies is an imperfect comparable analysis due to the variables of size, equipment, markets, etc. Nonetheless JKC's research has yielded this list as the closest available.
(2) LTM is defined as last twelve months.
(3) Total Enterprise Value is defined as market capitalization plus total debt less cash and cash equivalents.
(4) Net Debt is defined as total debt less cash and cash equivalents.

PUBLIC AND TRANSACTION COMPARABLES BY SEGMENT

DRILLING

EQUITY COMPARABLES (1)

Drilling (United States & Canada)

Company	LTM[2] Revenues	LTM[2] EBITDA	LTM[2] Margin	Stock Price 06/30/22	% of 52-Week High	Market Cap	Total Enterprise Value[3]	TEV / LTM Revenues	TEV / LTM EBITDA	Net Debt[4]/ EBITDA
AKITA Drilling Ltd.	$118	$10	8.8%	$1.43	62.2%	$57	$129	1.1x	12.3x	6.9x
Baker Hughes Company	20,460	2,809	13.7	28.87	72.6	28,425	31,612	1.5x	11.3x	1.0x
CES Energy Solutions Corp.	1,178	116	9.8	1.81	74.9	462	835	0.7x	7.2x	3.5x
Ensign Energy Services Inc.	964	179	18.6	2.62	67.4	452	1,533	1.6x	8.6x	5.9x
Halliburton Company	17,495	3,043	17.4	31.36	71.3	28,286	35,730	2.0x	11.7x	2.4x
Helmerich & Payne, Inc.	1,771	271	15.3	43.06	78.9	4,534	4,725	2.7x	17.4x	0.8x
Independence Contract Drilling, Inc.	130	11	8.8	3.13	42.3	43	159	1.2x	13.8x	10.4x
NOV Inc.	6,133	363	5.9	16.91	70.3	6,642	7,675	1.3x	21.1x	3.2x
Precision Drilling Corporation	952	137	14.3	64.21	75.7	873	1,811	1.9x	13.3x	6.5x
Secure Energy Services Inc.	4,985	330	6.6	4.66	79.2	1,443	2,371	0.5x	7.2x	2.8x
Valaris Limited	1,364	43	3.1	42.24	66.6	3,169	3,148	2.3x	73.5x	0.0x
Median			**9.8%**		**71.3%**			**1.5x**	**12.3x**	**3.2x**
Mean			**11.1%**		**69.2%**			**1.5x**	**18.0x**	**3.9x**

SELECTED TRANSACTIONS

Announced / Closed Date	Target(s)	Acquirer	Total Enterprise Value (TEV)	TEV / Revenues	TEV / EBITDA
5/4/2020	Quintana Energy Services Inc.	KLX Energy Services Holdings, Inc. (NasdaqGS:KLXE)	$49.6	0.1x	2.1x
10/8/2018	Rowan Companies plc (NYSE:RDC)	Ensco plc (NYSE:ESV) / Valaris plc (NYSE:VAL)	$3,139.1	3.8x	43.9x
10/1/2018	Sidewinder Drilling LLC	Independence Contract Drilling Inc. (NYSE:ICD)	$291.8	2.6x	45.1x
8/27/2018	Blue Ridge Mountain Resources, Inc. (OTCPK:BRMR)	Eclipse Resources Corporation (NYSE:ECR)	$347.9	3.6x	12.8x
8/13/2018	Trinidad Drilling Ltd. (TSX:TDG)	Ensign Energy Services Inc. (TSX:ESI)	$714.0	1.5x	5.1x
6/5/2018	Xtreme Drilling Corp.	AKITA Drilling Ltd. (TSX:AKT.A)	$155.0	2.8x	162.4x
2/15/2018	Layne Christensen Company (NasdaqGS:LAYN)	Granite Construction Incorporated (NYSE:GVA)	$491.9	1.0x	16.5x
5/30/2017	Atwood Oceanics, Inc. (NYSE:ATW)	Ensco plc (NYSE:ESV)	$1,759.6	2.2x	4.7x
5/19/2017	Savanna Energy Services Corp.	Total Energy Services Inc. (TSX:TOT)	$458.2	1.4x	16.6x

(1) Matching public companies to middle-market companies is an imperfect comparable analysis due to the variables of size, equipment, markets, etc. Nonetheless JKC's research has yielded this list as the closest available.
(2) LTM is defined as last twelve months.
(3) Total Enterprise Value is defined as market capitalization plus total debt less cash and cash equivalents.
(4) Net Debt is defined as total debt less cash and cash equivalents.

PUBLIC AND TRANSACTION COMPARABLES BY SEGMENT

LUBRICANTS AND GREASES

EQUITY COMPARABLES (1)

Lubricants and Greases (United States & Canada)

Company	LTM[2] Revenues	LTM[2] EBITDA	LTM[2] Margin	Stock Price 06/30/22	% of 52-Week High	Market Cap	Total Enterprise Value[3]	TEV / LTM Revenues	TEV / LTM EBITDA	Net Debt[4]/ EBITDA
Albemarle Corporation	$4,332	$1,350	31.2%	$208.98	71.7%	$24,474	$26,861	6.2x	19.9x	2.0x
Ascent Industries Co.	414	60	14.5	14.06	73.2	144	248	0.6x	4.1x	1.7x
Ashland Inc.	2,350	524	22.3	103.05	91.3	5,578	6,073	2.6x	11.6x	1.5x
Clean Harbors, Inc.	4,596	794	17.3	87.67	73.7	4,772	7,130	1.6x	9.0x	3.0x
CSW Industrials, Inc.	665	143	21.5	103.03	70.8	1,615	1,940	2.9x	13.5x	2.3x
FMC Corporation	5,411	1,384	25.6	107.01	75.9	13,477	17,060	3.2x	12.3x	2.5x
HF Sinclair Corporation	28,929	2,640	9.1	45.16	77.2	10,081	14,068	0.5x	5.3x	0.8x
Ingevity Corporation	1,516	435	28.7	63.14	71.3	2,447	3,542	2.3x	8.2x	2.5x
NewMarket Corporation	2,585	371	14.4	300.96	79.5	3,086	3,912	1.5x	10.5x	2.4x
Quaker Chemical Corporation	1,863	231	12.4	149.52	54.1	2,678	3,475	1.9x	15.0x	3.5x
Stepan Company	2,640	300	11.4	101.35	78.4	2,267	2,636	1.0x	8.8x	1.3x
Valvoline Inc.	3,536	715	20.2	28.83	75.9	5,137	6,994	2.0x	9.8x	2.6x
Median			**18.7%**		**74.8%**			**1.9x**	**10.2x**	**2.4x**
Mean			**19.0%**		**74.4%**			**2.2x**	**10.7x**	**2.2x**

SELECTED TRANSACTIONS

Announced / Closed Date	Target(s)	Acquirer	Total Enterprise Value (TEV)	TEV / Revenues	TEV / EBITDA
6/22/2022	Ocean Bio-Chem, Inc. (NasdaqCM:OBCI)	OneWater Marine Inc. (NasdaqGM:ONEW)	$122.6	1.9x	10.5x
5/11/2022	Trecora Resources (NYSE:TREC)	Balmoral Funds LLC	$254.3	0.8x	8.8x
9/27/2021	Kraton Corporation (NYSE:KRA)	DL Chemical Co., Ltd.	$2,568.0	1.4x	8.3x
12/7/2020	Gabriel Performance Products, LLC	Huntsman Corporation (NYSE:HUN)	$250.0	2.4x	11.0x
7/12/2019	Milacron Holdings Corp. (NYSE:MCRN)	Hillenbrand, Inc. (NYSE:HI)	$2,051.1	1.7x	12.9x
4/23/2019	Synalloy Corporation (NasdaqGM:SYNL)	Privet Fund Management, LLC	$308.8	1.0x	10.9x

(1) Matching public companies to middle-market companies is an imperfect comparable analysis due to the variables of size, equipment, markets, etc. Nonetheless JKC's research has yielded this list as the closest available.
(2) LTM is defined as last twelve months.
(3) Total Enterprise Value is defined as market capitalization plus total debt less cash and cash equivalents.
(4) Net Debt is defined as total debt less cash and cash equivalents.

PUBLIC AND TRANSACTION COMPARABLES BY SEGMENT

SOLAR

EQUITY COMPARABLES (1)

Solar (United States & Canada)

Company	LTM[2] Revenues	LTM[2] EBITDA	LTM[2] Margin	Stock Price 06/30/22	% of 52-Week High	Market Cap	Total Enterprise Value[3]	TEV / LTM Revenues	TEV / LTM EBITDA	Net Debt[4]/ EBITDA
Boralex Inc.	$568	$380	66.9%	$33.29	96.4%	$3,420	$6,344	11.2x	16.7x	5.7x
Capital Power Corporation	1,578	739	46.9	34.94	96.8	4,070	6,922	4.4x	9.4x	3.2x
NextEra Energy Partners, LP	1,126	737	65.5	74.16	83.5	6,222	20,155	17.9x	27.3x	6.8x
NRG Energy, Inc.	28,833	6,167	21.4	38.17	79.8	9,057	17,002	0.6x	2.8x	1.3x
Sunrun Inc.	1,954	(261)	(13.4)	23.36	38.5	4,908	13,233	6.8x	NM	NM
Median			**46.9%**		**83.5%**			**6.8x**	**13.0x**	**4.4x**
Mean			**37.4%**		**79.0%**			**8.2x**	**14.0x**	**4.2x**

SELECTED TRANSACTIONS

Announced / Closed Date	Target(s)	Acquirer	Total Enterprise Value (TEV)	TEV / Revenues	TEV / EBITDA
3/2/2022	New Energy Equity, LLC	ALLETE, Inc. (NYSE:ALE)	$165.5	-	8.3x
6/16/2021	Solarpack Corporacion Tecnologica, S.A. (BME:SPK)	EQT Infrastructure V; EQT Partners AB	$1,543.1	9.5x	20.7x
1/13/2020	TerraForm Power, Inc. (NasdaqGS:TERP)	Brookfield Renewable Partners L.P. (TSX:BEP.UN)	$10,880.5	9.5x	13.0x
11/4/2019	Pattern Energy Group Inc. (NasdaqGS:PEGI)	Canada Pension Plan Investment Board	$6,293.7	11.5x	16.1x
2/5/2018	8point3 Energy Partners LP (NasdaqGS:CAFD)	Capital Dynamics, Inc.	$1,671.3	23.8x	17.0x
5/4/2017	Up to 20 Megawatts of Solar Energy Power Generation Assets	Kontrol Energy Corp. (CNSX:KNR)	$22.6	-	4.1x
3/7/2017	TerraForm Global, Inc. (NasdaqGS:GLBL)	Orion US Holdings 1 LP	$1,651.8	6.6x	17.2x
1/20/2016	Capstone Infrastructure Corporation	Irving Infrastructure Corp.	$1,435.1	-	12.7x
12/3/2014	Hawaiian Electric Industries, Inc. (NYSE:HE)	NextEra Energy, Inc. (NYSE:NEE)	$4,398.8	1.3x	8.5x

(1) Matching public companies to middle-market companies is an imperfect comparable analysis due to the variables of size, equipment, markets, etc. Nonetheless JKC's research has yielded this list as the closest available.
(2) LTM is defined as last twelve months.
(3) Total Enterprise Value is defined as market capitalization plus total debt less cash and cash equivalents.
(4) Net Debt is defined as total debt less cash and cash equivalents.

PUBLIC AND TRANSACTION COMPARABLES BY SEGMENT

WIND

EQUITY COMPARABLES (1)

Wind (United States & Canada)

Company	LTM[2] Revenues	LTM[2] EBITDA	Margin	Stock Price 06/30/22	% of 52-Week High	Market Cap	Total Enterprise Value[3]	TEV / LTM Revenues	TEV / LTM EBITDA	Net Debt[4]/ EBITDA
Algonquin Power & Utilities Corp.	$2,483	$882	35.5%	$13.43	85.7%	$9,073	$17,915	7.2x	20.3x	8.5x
Avangrid, Inc.	7,458	1,952	26.2	46.12	83.0	17,831	26,564	3.6x	13.6x	4.1x
Boralex Inc.	568	380	66.9	33.29	96.4	3,420	6,344	11.2x	16.7x	5.7x
Brookfield Renewable Partners L.P.	4,475	2,896	64.7	34.73	84.4	16,447	50,957	11.4x	17.6x	7.8x
Innergex Renewable Energy Inc.	618	417	67.5	13.43	74.9	2,741	6,570	10.6x	15.8x	10.1x
NextEra Energy Partners, LP	1,126	737	65.5	74.16	83.5	6,222	20,155	17.9x	27.3x	6.8x
Northland Power Inc.	1,804	1,235	68.5	29.75	86.9	6,921	12,463	6.9x	10.1x	3.9x
TransAlta Renewables Inc.	415	213	51.3	12.77	72.9	3,408	3,987	9.6x	18.7x	2.6x
Median			**65.1%**		**84.0%**			**10.1x**	**17.2x**	**6.2x**
Mean			**55.8%**		**83.5%**			**9.8x**	**17.5x**	**6.2x**

SELECTED TRANSACTIONS

Announced / Closed Date	Target(s)	Acquirer	Total Enterprise Value (TEV)	TEV / Revenues	TEV / EBITDA
1/13/2020	TerraForm Power, Inc. (NasdaqGS:TERP)	Brookfield Renewable Partners L.P. (TSX:BEP.UN)	$10,880.5	9.5x	13.0x
11/4/2019	Pattern Energy Group Inc. (NasdaqGS:PEGI)	Canada Pension Plan Investment Board	$6,293.7	11.5x	16.1x
10/21/2019	AltaGas Canada Inc. (TSX:ACI)	Alberta Teachers' Retirement Fund Board; Public Sector Pension Investment	$1,278.2	5.2x	15.2x
10/30/2017	Alterra Power Corp. (TSX:AXY)	Innergex Renewable Energy Inc. (TSX:INE)	$745.0	10.6x	31.0x
7/27/2017	Boralex Inc. (TSX:BLX)	Caisse de dépôt et placement du Québec	$3,436.5	12.5x	20.3x
6/19/2017	Pattern Energy Group Inc. (NasdaqGS:PEGI)	Public Sector Pension Investment Board	$4,313.7	12.2x	18.6x
3/7/2017	TerraForm Global, Inc. (NasdaqGS:GLBL)	Orion US Holdings 1 LP	$1,651.8	6.6x	17.2x
1/20/2016	Capstone Infrastructure Corporation	Irving Infrastructure Corp.	$1,435.1	-	12.7x

(1) Matching public companies to middle-market companies is an imperfect comparable analysis due to the variables of size, equipment, markets, etc. Nonetheless JKC's research has yielded this list as the closest available.
(2) LTM is defined as last twelve months.
(3) Total Enterprise Value is defined as market capitalization plus total debt less cash and cash equivalents.
(4) Net Debt is defined as total debt less cash and cash equivalents.

PUBLIC AND TRANSACTION COMPARABLES BY SEGMENT

OIL AND GAS FIELD SERVICES

EQUITY COMPARABLES (1)

Oil and Gas Field Services (United States & Canada)

Company	LTM[2] Revenues	LTM[2] EBITDA	LTM[2] Margin	Stock Price 06/30/22	% of 52-Week High	Market Cap	Total Enterprise Value[3]	TEV / LTM Revenues	TEV / LTM EBITDA	Net Debt[4]/ EBITDA
Archrock, Inc.	$803	$306	38.1%	$8.27	79.2%	$1,284	$2,815	3.5x	9.2x	5.1x
Baker Hughes Company	20,460	2,809	13.7	28.87	72.6	28,425	31,612	1.5x	11.3x	1.0x
Cathedral Energy Services Ltd.	82	5	6.6	0.39	50.5	57	85	1.0x	15.8x	2.1x
CES Energy Solutions Corp.	1,178	116	9.8	1.81	74.9	462	835	0.7x	7.2x	3.5x
Dawson Geophysical Company	32	(11)	(34.1)	1.34	44.7	32	23	0.7x	NM	NM
ENGlobal Corporation	32	(12)	(38.1)	0.95	26.1	34	22	0.7x	NM	NM
Enservco Corporation	15	(6)	(40.3)	1.96	22.4	22	38	2.5x	NM	NM
Ensign Energy Services Inc.	964	179	18.6	2.62	67.4	452	1,533	1.6x	8.6x	5.9x
Enterprise Group, Inc.	18	5	26.6	0.32	97.6	15	25	1.4x	5.4x	1.8x
Essential Energy Services Ltd.	105	2	2.1	0.31	71.4	43	51	0.5x	23.8x	2.9x
High Arctic Energy Services Inc	75	4	5.4	1.21	78.0	59	63	0.8x	15.5x	(1.3)x
Innospec Inc.	1,729	204	11.8	95.79	89.6	2,377	2,315	1.3x	11.4x	(0.1)x
Matrix Service Company	682	(52)	(7.6)	5.06	43.0	136	126	0.2x	NM	NM
Mullen Group Ltd.	1,439	199	13.8	8.77	78.0	817	1,422	1.0x	7.2x	3.2x
Newpark Resources, Inc.	702	35	5.0	3.09	64.3	285	402	0.6x	11.4x	4.1x
North American Construction Group Ltd.	537	126	23.4	11.04	62.1	312	615	1.1x	4.9x	2.5x
Parkland Corporation	22,972	1,051	4.6	27.14	83.7	4,222	9,195	0.4x	8.7x	4.5x
Precision Drilling Corporation	952	137	14.3	64.21	75.7	873	1,811	1.9x	13.3x	6.5x
Profire Energy, Inc.	34	1	3.8	1.44	90.6	68	61	1.8x	46.7x	(6.0)x
ProPetro Holding Corp.	1,094	204	18.6	10.00	59.1	1,042	973	0.9x	4.8x	(0.3)x
Secure Energy Services Inc.	4,985	330	6.6	4.66	79.2	1,443	2,371	0.5x	7.2x	2.8x
Select Energy Services, Inc.	1,090	91	8.4	6.82	65.4	669	822	0.8x	9.0x	0.5x
Shawcor Ltd.	879	64	7.3	4.43	83.1	313	505	0.6x	7.8x	2.5x
Smart Sand, Inc.	180	13	7.3	2.00	40.4	89	137	0.8x	10.4x	4.0x
STEP Energy Services Ltd.	609	78	12.8	3.63	80.0	248	428	0.7x	5.5x	2.1x
USA Compression Partners, LP	653	389	59.5	16.72	83.0	1,628	4,147	6.3x	10.7x	5.2x
Median			**7.8%**		**73.7%**			**0.9x**	**9.1x**	**2.6x**
Mean			**7.6%**		**67.8%**			**1.3x**	**11.6x**	**2.4x**

(1) Matching public companies to middle-market companies is an imperfect comparable analysis due to the variables of size, equipment, markets, etc. Nonetheless JKC's research has yielded this list as the closest available.
(2) LTM is defined as last twelve months.
(3) Total Enterprise Value is defined as market capitalization plus total debt less cash and cash equivalents.
(4) Net Debt is defined as total debt less cash and cash equivalents.

PUBLIC AND TRANSACTION COMPARABLES BY SEGMENT

EQUIPMENT AND PHYSICAL TECHNOLOGY

EQUITY COMPARABLES (1)

Equipment and Physical Technology (United States & Canada)

Company	LTM(2) Revenues	LTM(2) EBITDA	LTM(2) Margin	Stock Price 06/30/22	% of 52-Week High	Market Cap	Total Enterprise Value(3)	TEV / LTM Revenues	TEV / LTM EBITDA	Net Debt(4)/ EBITDA
AKITA Drilling Ltd.	$118	$10	8.8%	$1.43	62.2%	$57	$129	1.1x	12.3x	6.9x
CSI Compressco LP	322	98	30.3	1.31	67.5	185	826	2.6x	8.5x	6.8x
Enerflex Ltd.	969	100	10.3	4.71	54.6	423	625	0.6x	6.3x	2.0x
Exterran Corporation	761	161	21.1	4.30	55.8	143	750	1.0x	4.7x	4.1x
Forum Energy Technologies, Inc.	617	19	3.0	19.62	74.9	112	359	0.6x	19.4x	14.7x
Geospace Technologies Corporation	83	(6)	(7.7)	4.74	43.3	62	51	0.6x	NM	NM
Gulf Island Fabrication, Inc.	110	(8)	(7.6)	3.35	68.1	53	13	0.1x	NM	NM
Halliburton Company	17,495	3,043	17.4	31.36	71.3	28,286	35,730	2.0x	11.7x	2.4x
Helix Energy Solutions Group, Inc.	662	36	5.5	3.10	51.7	470	696	1.1x	19.1x	4.1x
Key Energy Services, Inc.	238	(15)	(6.5)	2.50	52.6	34	0	0.0x	NM	NM
McCoy Global Inc.	32	4	11.5	0.78	79.4	22	20	0.6x	5.4x	0.0x
MIND Technology, Inc.	30	(9)	(30.9)	0.89	36.6	12	51	1.7x	NM	NM
Nabors Industries Ltd.	2,267	545	24.0	133.90	64.5	1,260	4,297	1.9x	7.9x	4.0x
NOV Inc.	6,133	363	5.9	16.91	70.3	6,642	7,675	1.3x	21.1x	3.2x
Natural Gas Services Group, Inc.	77	19	25.3	11.00	73.3	137	121	1.6x	6.3x	(0.5)x
PHX Energy Services Corp.	343	31	9.0	3.76	64.5	190	211	0.6x	6.8x	0.9x
RPC, Inc.	1,154	177	15.3	6.91	53.5	1,474	1,449	1.3x	8.2x	(0.2)x
Schlumberger Limited	24,807	4,987	20.1	35.76	71.8	50,545	62,274	2.5x	12.5x	2.2x
Solaris Oilfield Infrastructure, Inc.	239	52	21.9	10.88	74.5	357	434	1.8x	8.3x	(0.1)x
Superior Drilling Products, Inc.	16	2	14.4	0.99	41.6	28	32	2.0x	13.6x	1.7x
TechnipFMC plc	6,376	517	8.1	6.73	69.9	3,070	4,709	0.7x	9.1x	3.3x
TerraVest Industries Inc.	384	58	15.1	17.84	76.4	320	520	1.4x	9.0x	3.4x
TETRA Technologies, Inc.	479	41	8.6	4.06	69.8	518	678	1.4x	16.5x	3.8x
Weatherford International plc	3,912	654	16.7	21.17	52.7	1,493	3,297	0.8x	5.0x	2.6x
Median			**10.9%**		**66.0%**			**1.2x**	**8.7x**	**2.9x**
Mean			**10.0%**		**62.5%**			**1.2x**	**10.6x**	**3.3x**

(1) Matching public companies to middle-market companies is an imperfect comparable analysis due to the variables of size, equipment, markets, etc. Nonetheless JKC's research has yielded this list as the closest available.
(2) LTM is defined as last twelve months.
(3) Total Enterprise Value is defined as market capitalization plus total debt less cash and cash equivalents.
(4) Net Debt is defined as total debt less cash and cash equivalents.

PUBLIC AND TRANSACTION COMPARABLES BY SEGMENT

OIL AND GAS FIELD SERVICES AND EQUIPMENT AND PHYSICAL TECHNOLOGY

SELECTED TRANSACTIONS (1)

Announced / Closed Date	Target(s)	Acquirer	Total Enterprise Value (TEV)	TEV / Revenues	TEV / EBITDA
6/21/2022	U.S. Well Services, Inc. (NasdaqCM:USWS)	ProFrac Holding Corp. (NasdaqGS:PFHC)	$270.6	1.3x	13.3x
2/25/2022	Cordy Oilfield Services Inc. (TSXV:CKK)	Vertex Resource Group Ltd. (TSXV:VTX)	$21.3	1.0x	5.2x
2/14/2022	Macro Enterprises Inc. (TSXV:MCR)	-	$111.9	0.4x	3.4x
1/24/2022	Exterran Corporation (NYSE:EXTN)	Enerflex Ltd. (TSX:EFX)	$758.5	1.2x	5.0x
12/13/2021	Nuverra Environmental Solutions, Inc. (NYSEAM:NES)	Select Energy Services, Inc. (NYSE:WTTR)	$51.9	0.5x	20.2x
10/22/2021	FTS International, Inc. (NYSEAM:FTSI)	ProFrac Holding Corp.	$305.1	0.7x	4.0x
8/4/2021	Alamo Pressure Pumping, LLC	NexTier Completion Solutions, Inc.	$238.0	-	3.4x
3/9/2021	Tervita Corporation (TSX:TEV)	Secure Energy Services Inc. (TSX:SES)	$1,022.9	0.9x	6.7x
12/21/2020	RigNet, Inc. (NasdaqGS:RNET)	Viasat, Inc. (NasdaqGS:VSAT)	$235.7	1.0x	8.6x
12/7/2020	SEACOR Holdings Inc. (NYSE:CKH)	American Industrial Partners	$845.5	1.5x	11.1x
9/1/2020	OneStim Business	Liberty Oilfield Services Inc. (NYSE:LBRT)	$427.8	0.1x	1.5x
9/1/2020	Calfrac Well Services Ltd. (TSX:CFW)	THRC Holdings, LP	$675.7	0.8x	34.9x
5/3/2020	Quintana Energy Services Inc. (NYSE:QES)	KLX Energy Services Holdings, Inc. (NasdaqGS:KLXE)	$49.6	0.1x	2.1x
2/23/2020	Strad Inc. (TSX:SDY)	Management	$116.6	1.1x	3.5x
11/20/2019	W&W Energy Services, Inc.	Petrofac Limited (LSE:PFC)	$24.8	-	-
6/17/2019	C&J Energy Services, Inc. (NYSE:CJ)	Keane Group, Inc. (NYSE:FRAC)	$699.2	0.3x	2.9x
3/20/2019	Red Bone Services LLC/Tecton Energy Services Ltd.	KLX Energy Services Holdings, Inc. (NasdaqGS:KLXE)	$82.5	-	4.8x
1/20/2019	ZCL Composites Inc. (TSX:ZCL)	Shawcor Ltd. (TSX:SCL)	$233.7	1.7x	12.5x
10/29/2018	Adler Hot Oil Service, LLC.	Enservco Corporation (AMEX:ENSV)	$12.5	0.7x	4.3x
6/5/2018	Xtreme Drilling Corp.	AKITA Drilling Ltd. (TSX:AKT.A)	$155.0	2.8x	162.4x
5/1/2018	KLX Inc. (NasdaqGS:KLXI)	Aviall Inc.	$4,482.9	-	15.7x
4/16/2018	Aveda Transportation and Energy Services Inc. (TSXV:AVE)	Daseke Companies, Inc.	$2,139.8	0.7x	4.8x

(1) Total Enterprise Value is defined as market capitalization plus total debt less cash and cash equivalents.

PUBLIC AND TRANSACTION COMPARABLES BY SEGMENT

STORAGE AND TERMINALS

EQUITY COMPARABLES (1)

Storage and Terminals (United States & Canada)

Company	LTM[2] Revenues	LTM[2] EBITDA	LTM[2] Margin	Stock Price 06/30/22	% of 52-Week High	Market Cap	Total Enterprise Value[3]	TEV / LTM Revenues	TEV / LTM EBITDA	Net Debt[4]/ EBITDA
Alliant Energy Corporation	$3,963	$1,532	38.7%	$58.61	89.7%	$14,700	$22,625	5.7x	14.8x	5.3x
AltaGas Ltd.	9,792	1,137	11.6	21.09	87.2	5,918	13,602	1.4x	12.0x	5.5x
Chart Industries, Inc.	1,466	177	12.0	167.38	81.1	6,001	6,809	4.6x	38.6x	4.5x
EnLink Midstream, LLC	8,923	1,187	13.3	8.50	71.7	4,106	9,988	1.1x	8.4x	3.6x
Equitrans Midstream Corporation	1,260	988	78.5	6.36	55.2	2,752	10,765	8.5x	10.9x	6.8x
Gibson Energy Inc.	7,617	323	4.2	18.51	85.9	2,728	3,892	0.5x	12.0x	3.9x
Green Plains Partners LP	77	50	64.7	12.18	76.0	283	368	4.8x	7.4x	1.7x
Magellan Midstream Partners, L.P.	2,912	1,124	38.6	47.76	88.9	10,104	15,586	5.4x	13.9x	4.6x
MPLX LP	10,448	5,132	49.1	29.15	82.1	29,509	51,856	5.0x	10.1x	4.0x
NuStar Energy L.P.	1,670	693	41.5	14.00	73.9	1,544	6,086	3.6x	8.8x	4.5x
Median			**38.6%**		**81.6%**			**4.7x**	**11.4x**	**4.5x**
Mean			**35.2%**		**79.2%**			**4.1x**	**13.7x**	**4.4x**

(1) Matching public companies to middle-market companies is an imperfect comparable analysis due to the variables of size, equipment, markets, etc. Nonetheless JKC's research has yielded this list as the closest available.
(2) LTM is defined as last twelve months.
(3) Total Enterprise Value is defined as market capitalization plus total debt less cash and cash equivalents.
(4) Net Debt is defined as total debt less cash and cash equivalents.

PUBLIC AND TRANSACTION COMPARABLES BY SEGMENT

STORAGE AND TERMINALS

SELECTED TRANSACTIONS (1)

Announced / Closed Date	Target(s)	Acquirer	Total Enterprise Value (TEV)	TEV / Revenues	TEV / EBITDA
8/17/2022	DCP Midstream, LP (NYSE:DCP)	Phillips 66 (NYSE:PSX)	$13,227.8	0.7x	7.3x
7/28/2022	PBF Logistics LP (NYSE:PBFX)	PBF Logistics LP (NYSE:PBFX)	$1,661.0	4.8x	7.8x
10/26/2021	Oasis Midstream Partners LP (NasdaqGS:OMP)	Crestwood Equity Partners LP (NYSE:CEQP)	$1,807.8	4.8x	8.1x
8/5/2021	BP Midstream Partners LP (NYSE:BPMP)	BP Midstream Partners Holdings LLC	$1,826.9	14.5x	9.3x
6/1/2021	Stagecoach Gas Services LLC	Kinder Morgan, Inc. (NYSE:KMI)	$1,225.0	-	10.0x
2/17/2021	Enable Midstream Partners, LP (NYSE:ENBL)	Energy Transfer LP (NYSE:ET)	$7,329.7	3.1x	9.5x
2/10/2021	Inter Pipeline Ltd. (TSX:IPL)	Brookfield Infrastructure Partners L.P. (NYSE:BIP)	$13,857.6	6.5x	17.2x
8/24/2020	Cheniere Energy Partners, LP (AMEX:CQP)	Brookfield Infrastructure Partners LP (NYSE:BIP) and Blackstone Infrastructure Partners, LP	$17,027.5	5.1x	11.3x
7/27/2020	CNX Midstream Partners LP (NYSE:CNXM)	CNX Resources Corporation (NYSE:CNX)	$764.2	5.1x	6.6x
2/27/2020	EQM Midstream Partners, LP	Equitrans Midstream Corporation (NYSE:ETRN)	$4,395.8	7.6x	8.1x
9/16/2019	SemGroup Corporation (NYSE:SEMG)	Energy Transfer LP (NYSE:ET)	$4,991.7	2.1x	13.5x
8/27/2019	Tallgrass Energy, LP (NYSE:TGE)	The Blackstone Group Inc. (NYSE:BX)	$9,337.3	8.9x	11.2x
8/21/2019	Kinder Morgan Canada Limited (TSX:KML)	Pembina Pipeline Corporation (TSX:PPL)	$2,294.7	4.4x	16.3x
5/10/2019	Buckeye Partners, LP (NYSE:BPL)	IFM Global Infrastructure Fund	$10,500.3	2.7x	18.6x
11/8/2018	Western Gas Partners, LP (NYSE:WES)	Western Gas Equity Partners, LP (NYSE:WGP)	$13,427.9	6.5x	12.0x
10/22/2018	EnLink Midstream Partners, LP (NYSE:ENLK)	EnLink Midstream, LLC (NYSE:ENLC)	$12,923.5	1.7x	12.2x
10/18/2018	Valero Energy Partners LP	Valero Energy Corporation (NYSE:VLO)	$4,069.8	7.6x	10.5x
9/19/2018	Dominion Energy Midstream Partners, LP (NYSE:DM)	Dominion Energy, Inc. (NYSE:D)	$10,405.4	13.6x	19.7x
8/1/2018	Energy Transfer Partners, LP (NYSE:ETP)	Energy Transfer Equity, LP (NYSE:ETE)	$69,412.3	2.1x	10.8x
7/30/2018	Four Corners Area Assets	Harvest Midstream Company	$1,125.0	-	13.2x
7/10/2018	Transmontaigne Partners LP (NYSE:TLP)	TLP Acquisition Holdings LLC	$1,254.3	6.1x	11.5x
6/29/2018	Boardwalk Pipeline Partners, LP	Boardwalk GP LP	$6,792.1	5.3x	8.3x

(1) Total Enterprise Value is defined as market capitalization plus total debt less cash and cash equivalents.

PUBLIC AND TRANSACTION COMPARABLES BY SEGMENT

PIPELINES

EQUITY COMPARABLES (1)

Oil and Gas Pipelines (United States & Canada)

Company	LTM[2] Revenues	LTM[2] EBITDA	LTM[2] Margin	Stock Price 06/30/22	% of 52-Week High	Market Cap	Total Enterprise Value[3]	TEV / LTM Revenues	TEV / LTM EBITDA	Net Debt[4]/ EBITDA
Antero Midstream Corporation	$959	$726	75.7%	$9.05	77.3%	$4,330	$7,463	7.8x	10.3x	4.4x
ATCO Ltd.	3,664	1,445	39.4	34.24	91.8	3,907	13,780	3.8x	9.5x	4.7x
Crestwood Equity Partners LP	5,639	572	10.2	24.08	73.1	2,359	6,261	1.1x	10.9x	5.1x
Enbridge Inc.	40,602	9,093	22.4	42.20	91.1	85,520	151,982	3.7x	16.7x	6.6x
Energy Transfer LP	81,757	11,392	13.9	9.98	80.0	30,794	94,911	1.2x	8.3x	4.3x
Enterprise Products Partners L.P.	51,270	8,200	16.0	24.37	85.1	53,138	83,979	1.6x	10.2x	3.5x
Equitrans Midstream Corporation	1,260	988	78.5	6.36	55.2	2,752	10,765	8.5x	10.9x	6.8x
Evolve Transition Infrastructure LP	55	41	74.7	0.42	21.6	60	508	9.2x	12.3x	10.2x
Genesis Energy, L.P.	2,454	449	18.3	8.02	59.5	983	5,439	2.2x	12.1x	7.4x
Gibson Energy Inc.	7,617	323	4.2	18.51	85.9	2,728	3,892	0.5x	12.0x	3.9x
Kinder Morgan, Inc.	17,693	5,929	33.5	16.76	83.0	38,003	71,096	4.0x	12.0x	5.3x
ONEOK, Inc.	21,398	3,266	15.3	55.50	73.9	24,787	38,647	1.8x	11.8x	4.2x
Plains All American Pipeline, L.P.	53,818	2,314	4.3	9.82	81.2	6,900	21,150	0.4x	9.1x	3.7x
Summit Midstream Partners, LP	397	164	41.3	12.73	27.3	129	1,634	4.1x	10.0x	7.5x
Targa Resources Corp.	20,916	2,413	11.5	59.67	73.2	13,604	23,787	1.1x	9.9x	3.0x
The Williams Companies, Inc.	10,894	4,374	40.2	31.21	82.2	38,014	62,526	5.7x	14.3x	5.2x
TC Energy Corporation	10,839	6,822	62.9	51.77	89.6	50,888	94,123	8.7x	13.8x	6.3x
Western Midstream Partners, LP	3,118	1,893	60.7	24.31	82.4	9,805	16,600	5.3x	8.8x	3.5x
Median			**28.0%**		**80.6%**			**3.8x**	**10.9x**	**4.9x**
Mean			**34.6%**		**73.0%**			**3.9x**	**11.3x**	**5.3x**

(1) Matching public companies to middle-market companies is an imperfect comparable analysis due to the variables of size, equipment, markets, etc. Nonetheless JKC's research has yielded this list as the closest available.
(2) LTM is defined as last twelve months.
(3) Total Enterprise Value is defined as market capitalization plus total debt less cash and cash equivalents.
(4) Net Debt is defined as total debt less cash and cash equivalents.

PUBLIC AND TRANSACTION COMPARABLES BY SEGMENT

PIPELINES

SELECTED TRANSACTIONS (1)

Announced / Closed Date	Target(s)	Acquirer	Total Enterprise Value (TEV)	TEV / Revenues	TEV / EBITDA
8/17/2022	DCP Midstream, LP (NYSE:DCP)	Phillips 66 (NYSE:PSX)	$13,227.8	0.7x	7.3x
7/28/2022	PBF Logistics LP (NYSE:PBFX)	PBF Logistics LP (NYSE:PBFX)	$1,661.0	4.8x	7.8x
2/11/2022	Shell Midstream Partners, L.P. (NYSE:SHLX)	Shell Pipeline Company L.P.	$6,370.5	11.5x	10.0x
8/5/2021	BP Midstream Partners LP (NYSE:BPMP)	BP Midstream Partners Holdings LLC	$1,826.9	14.5x	9.3x
6/1/2021	Stagecoach Gas Services LLC	Kinder Morgan, Inc. (NYSE:KMI)	$1,225.0	-	10.0x
2/17/2021	Enable Midstream Partners, LP (NYSE:ENBL)	Energy Transfer LP (NYSE:ET)	$7,329.7	3.1x	9.5x
2/10/2021	Inter Pipeline Ltd. (TSX:IPL)	Brookfield Infrastructure Partners L.P. (NYSE:BIP)	$13,857.6	6.5x	17.2x
10/5/2020	TC PipeLines, LP (NYSE:TCP)	TC Energy Corporation (TSX:TRP)	$2,213.6	7.4x	9.0x
7/27/2020	CNX Midstream Partners LP (NYSE:CNXM)	CNX Resources Corporation (NYSE:CNX)	$764.2	5.1x	6.6x
2/27/2020	EQM Midstream Partners, LP	Equitrans Midstream Corporation (NYSE:ETRN)	$4,395.8	7.6x	8.1x
9/16/2019	SemGroup Corporation (NYSE:SEMG)	Energy Transfer LP (NYSE:ET)	$4,991.7	2.1x	13.5x
8/27/2019	Tallgrass Energy, LP (NYSE:TGE)	The Blackstone Group Inc. (NYSE:BX)	$9,337.3	8.9x	11.2x
8/21/2019	Kinder Morgan Canada Limited (TSX:KML)	Pembina Pipeline Corporation (TSX:PPL)	$2,294.7	4.4x	16.3x
5/10/2019	Buckeye Partners, LP (NYSE:BPL)	IFM Global Infrastructure Fund	$10,500.3	2.7x	18.6x
11/8/2018	Western Gas Partners, LP (NYSE:WES)	Western Gas Equity Partners, LP (NYSE:WGP)	$13,427.9	6.5x	12.0x
10/18/2018	Valero Energy Partners LP	Valero Energy Corporation (NYSE:VLO)	$4,069.8	7.6x	10.5x
10/9/2018	Antero Midstream Partners LP (NYSE:AM)	Antero Midstream GP LP (NYSE:AMGP)	$7,359.7	7.7x	11.5x
9/28/2018	American Midstream Partners, LP (NYSE:AMID)	ArcLight Capital Partners, LLC	$1,595.1	2.0x	14.2x
7/10/2018	Transmontaigne Partners LP (NYSE:TLP)	TLP Acquisition Holdings LLC	$1,254.3	6.1x	11.5x
5/17/2018	Williams Partners LP	The Williams Companies, Inc. (NYSE:WMB)	$57,090.5	7.0x	14.1x
5/17/2018	Enbridge Energy Partners, LP (NYSE:EEP)	Enbridge Inc. (TSX:ENB)	$15,925.8	6.6x	10.1x
5/10/2018	Amberjack Pipeline Company LLC	Shell Midstream Partners, LP (NYSE:SHLX)	$1,928.7	8.2x	9.4x

(1) Total Enterprise Value is defined as market capitalization plus total debt less cash and cash equivalents.

PUBLIC AND TRANSACTION COMPARABLES BY SEGMENT

TRUCKERS

EQUITY COMPARABLES (1)

Truckers (United States & Canada)

Company	LTM[2] Revenues	LTM[2] EBITDA	LTM[2] Margin	Stock Price 06/30/22	% of 52-Week High	Market Cap	Total Enterprise Value[3]	TEV / LTM Revenues	TEV / LTM EBITDA	Net Debt[4]/ EBITDA
Adams Resources & Energy, Inc.	$2,979	$37	1.2%	$32.19	80.7%	$141	$60	0.0x	1.6x	(1.3)x
ArcBest Corporation	4,930	542	11.0	70.37	56.3	1,723	2,011	0.4x	3.7x	0.3x
Covenant Logistics Group, Inc.	1,178	141	12.0	25.09	72.2	391	475	0.4x	3.4x	0.8x
Daseke, Inc.	1,721	192	11.2	6.39	48.5	405	1,012	0.6x	5.3x	2.9x
Heartland Express, Inc.	640	175	27.3	13.91	77.8	1,098	911	1.4x	5.2x	(0.6)x
Hess Corporation	9,045	4,757	52.6	105.94	80.6	32,804	40,797	4.5x	8.6x	1.5x
J.B. Hunt Transport Services, Inc.	13,968	1,870	13.4	157.47	72.2	16,500	17,899	1.3x	9.6x	0.8x
Knight-Swift Transportation Holdings Inc.	7,247	1,768	24.4	46.29	74.3	7,572	9,461	1.3x	5.4x	1.1x
Landstar System, Inc.	7,628	645	8.4	145.42	77.1	5,399	5,488	0.7x	8.5x	0.2x
Marten Transport, Ltd.	1,135	228	20.1	16.82	84.4	1,378	1,312	1.2x	5.7x	(0.3)x
Old Dominion Freight Line, Inc.	5,975	1,938	32.4	256.28	68.6	29,050	28,609	4.8x	14.8x	(0.2)x
P.A.M. Transportation Services, Inc.	854	188	22.0	27.39	67.0	610	752	0.9x	4.0x	1.0x
Patriot Transportation Holding, Inc.	85	7	8.5	7.44	45.7	26	22	0.3x	3.0x	(1.0)x
Parkland Corporation	22,972	1,051	4.6	27.14	83.7	4,222	9,195	0.4x	8.7x	4.5x
Ryder System, Inc.	10,947	2,838	25.9	71.06	76.4	3,634	10,730	1.0x	3.8x	2.4x
Saia, Inc.	2,640	598	22.6	188.00	51.4	4,950	4,959	1.9x	8.3x	0.0x
Schneider National, Inc.	6,387	998	15.6	22.38	81.4	3,982	3,872	0.6x	3.9x	(0.2)x
TFI International Inc.	8,849	1,196	13.5	80.22	69.5	7,348	9,379	1.1x	7.8x	1.8x
Titanium Transportation Group Inc.	377	26	7.0	1.59	51.4	71	143	0.4x	5.4x	2.5x
Universal Logistics Holdings, Inc.	1,964	238	12.1	27.31	89.0	722	1,217	0.6x	5.1x	2.1x
Werner Enterprises, Inc.	3,069	534	17.4	38.54	79.0	2,507	2,882	0.9x	5.4x	0.8x
Yellow Corporation	5,294	289	5.5	2.93	19.2	151	1,644	0.3x	5.7x	5.0x
Median			**13.5%**	**73.3%**				**0.8x**	**5.4x**	**0.8x**
Mean			**16.8%**	**68.5%**				**1.1x**	**6.0x**	**1.1x**

(1) Matching public companies to middle-market companies is an imperfect comparable analysis due to the variables of size, equipment, markets, etc. Nonetheless JKC's research has yielded this list as the closest available.
(2) LTM is defined as last twelve months.
(3) Total Enterprise Value is defined as market capitalization plus total debt less cash and cash equivalents.
(4) Net Debt is defined as total debt less cash and cash equivalents.

PUBLIC AND TRANSACTION COMPARABLES BY SEGMENT

TRUCKERS

SELECTED TRANSACTIONS (1)

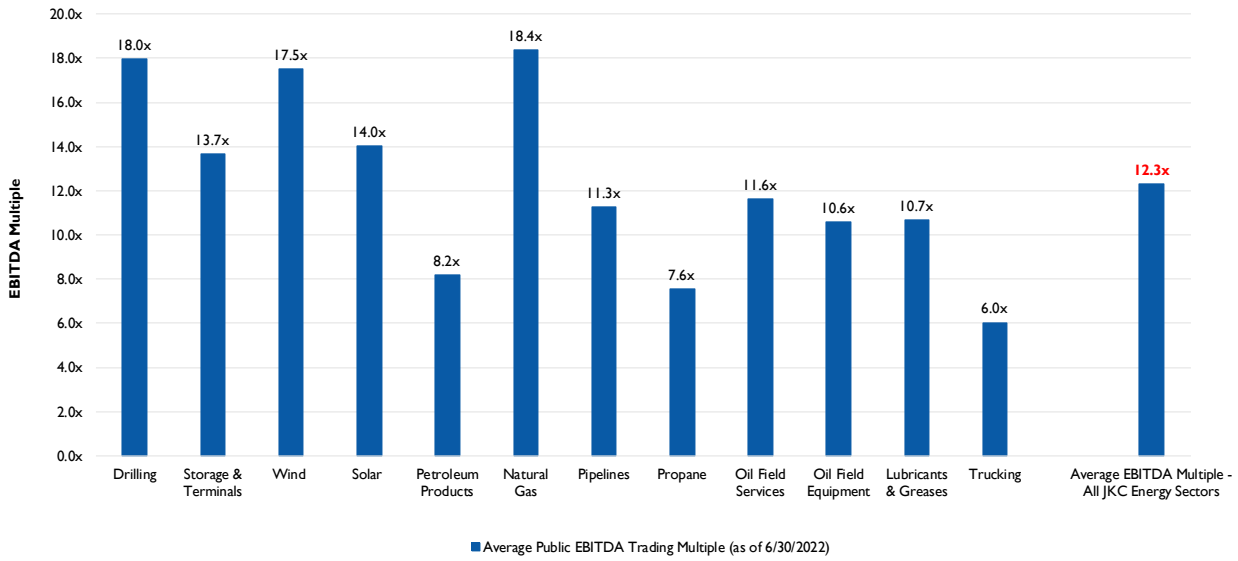
Announced / Closed Date	Target(s)	Acquirer	Total Enterprise Value (TEV)	TEV / Revenues	TEV / EBITDA
6//24/22	USA Truck, Inc.	Schenker, Inc.	$461.3	0.6x	4.7x
2/9/2022	Pilot Freight Services, Inc.	A.P. Møller - Mærsk A/S (CPSE:MAERSK B)	$168.0	-	-
2/9/2022	AAT Carriers, Inc.	Covenant Logistics Group, Inc. (NasdaqGS:CVLG)	$55.0	2.2x	-
1/4/2022	Midwest Logistics Systems Ltd.	Schneider National, Inc. (NYSE:SNDR)	$262.6	1.3x	-
2/19/2020	Performance Team LLC	A.P. Møller - Mærsk A/S (CPSE:MAERSK B)	$545.0	1.0x	6.1x
11/5/2018	CaseStack, Inc.	Hub Group, Inc. (NasdaqGS:HUBG)	$255.0	1.1x	11.6x
8/31/2018	Mode Transportation, LLC	York Capital Management	$238.5	-	10.0x
12/7/2017	Keen Transport, Inc.	Wallenius Wilhelmsen ASA (OB:WALWIL)	$64.0	0.8x	6.4x
7/19/2016	Span-Alaska Transportation, Inc.	Matson Logistics, Inc.	$197.6	-	9.4x
5/2/2016	Trimac Transportation Ltd.	Trimac Corporation	$215.9	-	5.9x
9/9/2015	Con-way Inc.	XPO Logistics, Inc. (NYSE:XPO)	$3,057.0	-	6.2x
8/17/2015	Liberty International Inc.	Janel Corporation (OTCPK:JANL)	$2.3	-	26.6x
7/28/2015	Stagecoach Cartage and Distribution, LLC	Roadrunner Transportation Systems, Inc. (NYSE:RRTS)	$40.0	-	5.7x
5/25/2015	Hodges Trucking Company, LLC	Rodan Transport (U.S.A.) Ltd.	$42.0	-	3.0x
5/6/2015	Quality Distribution Inc.	Apax Partners LLP	$823.3	-	12.0x
5/4/2015	Bridge Terminal Transport Inc.	XPO Logistics, Inc. (NYSE:XPO)	$100.0	-	8.1x
4/21/2015	Command Transportation, LLC	Echo Global Logistics, Inc. (NasdaqGS:ECHO)	$391.0	-	10.6x
1/20/2015	Wheels Group Inc.	Radiant Global Logistics Ltd.	$80.1	-	13.5x
10/1/2014	Barr-Nunn Transportation, Inc.	Knight Transportation, Inc. (NYSE:KNX)	$115.9	-	4.5x
7/24/2014	Contrans Group Inc.	TFI International Inc. (TSX:TFII)	$528.2	-	6.8x

(1) Total Enterprise Value is defined as market capitalization plus total debt less cash and cash equivalents.

PUBLIC AND TRANSACTION COMPARABLES BY SEGMENT

AVERAGE PUBLIC EBITDA TRADING MULTIPLES

ALL JKC ENERGY SECTORS (AS OF 6/30/2022)



FACTOIDS: LITTLE-KNOWN FACTS AND STATS

Petroleum Products (1)

- Non-OPEC+ countries will lead world supply growth through next year, adding 1.9 million barrels per day (mb/d) in 2022 and 1.8 mb/d in 2023.
- OPEC+ countries' total oil output in 2023 may fall as embargoes and sanctions shut in Russian volumes and producers outside the Middle East suffer further declines. Assuming Libya rebounds from a steep drop, the bloc's production could increase 2.6 mb/d this year, eroding its spare capacity cushion.
- Global refining capacity is set to expand by 1 mb/d in 2022 and 1.6 mb/d in 2023, boosting throughputs by 2.3 mb/d and 1.9 mb/d, respectively.
- Product markets are expected to remain tight, with a particular concern for diesel and kerosene supplies.

Natural Gas (2)

- As of January 1, 2020, it is estimated that there were about 2,926 trillion cubic feet (Tcf) of technically recoverable resources (TRR) of dry natural gas in the United States.
- Assuming the same annual rate of U.S. dry natural gas production in 2020 of about 30 Tcf, the United States has enough dry natural gas to last about 98 years.
- Technically recoverable reserves include proved reserves and unproved resources. As of January 1, 2020, the United States had about 464 Tcf of proved reserves and 2,460 Tcf of unproved reserves of dry natural gas.

Propane and Heating/Fuel Oil (3)

- The modern use of heating oil dates back to the 1840s when crude oil was first distilled to create kerosene for lanterns.
- Shortly after, M.A. Fessler developed an oil burner. Drawing on the discovery of crude oil in California, Fessler created the Fess System Co., which later became Petro.
- The supply of heating oil fluctuates. Since crude oil can be used to make both heating oil and gasoline, the demand for gas can result in a lower supply of heating oil.

(1) U.S. Energy Information Administration.
(2) U.S. Energy Information Administration.
(3) Griffith Energy Services.

FACTOIDS: LITTLE-KNOWN FACTS AND STATS

Lubricants and Greases (1)

- The U.S. lubricants market size was valued at $19.2 billion in 2019 and is anticipated to expand at a moderate compound annual rate of 3.1% from 2020 to 2027.
- High volume sale of premium products is projected to drive the U.S. market for lubricants in the future. Automotive and industrial are the major applications of lubricants accounting for over 90% share in the U.S. market.

Solar (2)

- The global solar vehicle market is projected to grow at a compound annual rate of 36.4% to reach 107,380 units by 2030 from 8,955 units in 2022.
- A solar vehicle is an electric vehicle integrated with solar panels that converts solar energy into electric energy.

Wind (3)

- A record 16,836 megawatts (MW) of U.S. wind capacity was installed in 2020, bringing the cumulative total of installed capacity to 121,955 MW.
- Wind power installations outpaced those in solar power for the first time in several years and represented $24.6 billion of investment.
- Wind provides more than 10% of electricity in 16 states, and over 30% in Iowa, Kansas, Oklahoma, South Dakota and North Dakota.

(1) Grandview Research.
(2) Markets and Markets.
(3) U.S. Office of Energy Efficiency and Renewable Energy.

FACTOIDS: LITTLE-KNOWN FACTS AND STATS

Oil and Gas Field Services (1)

- By the end of 1949, 11 oil and natural gas fields were found in the Gulf of Mexico with 44 exploratory wells. Revenue generated from the production of oil became the second-largest revenue generator for the country, after income taxes.
- By the last decade of the 20th century, advanced technology ensued and new depth records for drilling reached 7,625 feet in the Gulf of Mexico.
- New technologies have produced drilling rigs capable of drilling 250 miles offshore to ocean depths exceeding 10,000 feet and an additional 28,000 feet below the seabed.

Equipment and Physical Technology (2)

- 3D printing solar panels can cut manufacturing costs in half, according to Future Power Technology. In addition to production savings, MIT researchers claim the printed panels could be up to 20 percent more efficient than traditional panels. 3D printed panels are much thinner than traditional ones, allowing them to be easily transported without damage.
- Wind energy also stands to gain from 3D printing. The Department of Energy's Wind Energy Technologies and Advanced Manufacturing offices have partnered with public and private organizations to spearhead the 3D printing of turbine blade molds. Manufacturing blades is a labor-intensive process, done mostly by hand. Being able to make the molds faster and more efficiently can help contain those costs.

Storage and Terminals (3)

- Five largest crude oil storage fields in the United States:
  - Cushing, Oklahoma, 82 million barrels
  - Louisiana Offshore Oil Port, 67 million barrels
    - Single largest point of entry for waterborne crude oil coming into the U.S. It receives supplies from tankers carrying foreign and domestic crude oil, domestic crude oil produced in the Gulf of Mexico and from the Houston to Houma (Ho-Ho) Pipeline.
  - Houston, Texas, 36 million barrels
  - Beaumont-Nederland, Texas, 30 million barrels
  - St. James, Louisiana, 30 million barrels

(1) The American Oil & Gas Historical Society.
(2) BizTech.
(3) NOLA Business Insider.

FACTOIDS: LITTLE-KNOWN FACTS AND STATS

PIPELINES (1)

- In 2020, there were 1,308 natural gas pipelines in the world and 491 crude oil pipelines. There were 87 natural gas pipelines under construction and another 219 proposed versus 18 crude oil pipelines under construction and 53 proposed.
- The United States has the greatest number of both oil and gas pipelines in the world.
- The Oil and Gas Journal planned worldwide pipeline construction forecast dropped around 17% in 2021 in response to the economic effects of the coronavirus pandemic and the completion of multiple large projects in 2020. Most of the shrinkage in planned construction was in the United State.

TRUCKERS (2)

- Driver wages account for 32% of all trucking related costs with driver benefits accounting for another 10%.
- Fuel alone accounts for 26% of trucking costs, with another 14% used for truck/trailer payments.

(1) The Oil and Gas Journal.
(2) American Transportation Research Institute.

JORDAN KNAUFF & COMPANY
ENERGY LOGISTICS & DISTRIBUTION TEAM

G. COOK JORDAN, JR.
Managing Principal
Office (312) 254-5901
cj@jordanknauff.com

DAVID A. KAKAREKA
Managing Director
Office (312) 254-5907
dkakareka@jordanknauff.com

LORI A. CALLAWAY
Vice President of Research and Publications
Office (312) 254-5914
lcallaway@jordanknauff.com

ANDRES J. BALLESTEROS
Analyst
Office (312) 254-5906
aballesteros@jordanknauff.com

ABOUT JORDAN KNAUFF & COMPANY

Jordan Knauff & Company was founded in 2001 to undertake a distinct mission: to assemble and maintain a staff of top-notch investment banking personnel and offer their knowledge and experience to provide the best available investment banking services to middle-market companies, the entrepreneurs who lead them and the financial entities that transact with them. On a combined basis, over the course of their careers our employees have completed over 200 transactions as investors, owners, operators, buyers, sellers and investment bankers of middle-market businesses across a variety of industries. The majority of our firm's broad transaction experience has been with private companies owned by one shareholder, a partnership, a family or private equity investors.

JKC JORDAN KNAUFF & COMPANY

200 West Madison Street, Suite 980
Chicago, Illinois 60606-3414
tel: (312) 254-5900 ▪ *fax*: (312) 254-5999
web: www.jordanknauff.com

ENERGY EQUIPMENT & INFRASTRUCTURE ALLIANCE

TOBY MACK
President and Chief Executive Officer
(202) 870-7715
tmack@eeia.org

MARTI DE GRAAF
Executive Vice President and Chief Operating Officer
(312) 806-0664
mdegraaf@eeia.org

ABOUT THE ENERGY EQUIPMENT & INFRASTRUCTURE ALLIANCE

EEIA is a Washington, D.C.-based trade association representing the North American natural gas and petroleum production, transportation and processing infrastructure supply chain. That supply chain is comprised of 60 industries that provide construction, equipment, materials, services and supplies to energy infrastructure and operations. EEIA advocates for sound legislative and regulatory policies at the federal and state levels. Its members include companies, trade associations and labor organizations operating in the energy sector. EEIA advocates for industries both directly with policymakers, and through mobilization of business leaders and workers to act and speak for the value and benefits of full and responsible development of energy resources in their communities and with their political leaders.

ENERGY EQUIPMENT & INFRASTRUCTURE ALLIANCE

The Voice of the Energy Supply Chain

ENERGYBUILDERS

601 Pennsylvania Avenue NW
Suite 900
Washington, DC 20004
(202) 870-7715
info@eeia.org ▪ www.eeia.org