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Energy Finance Summit

ENERGY OUTLOOK: Navigating Changes in an Evolving Market

November 4, 2016
Shell Auditorium, McNair Hall
Rice University

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AGENDA

7:30am - 8:30am	Light Breakfast	Anderson Family Commons
8:30am - 8:45am	Welcome by Dean Peter Rodriguez	Shell Auditorium
8:45am - 9:30am	Vicki Hollub President and CEO, Occidental Petroleum	Shell Auditorium
9:30am - 10:15am	Panel: Rediscovering the Permian <i>Moderator: Travis W. Nichols</i> <ul style="list-style-type: none"> • Jere Thompson: Finance and Planning Manager, Concho Resources, Inc. • Joe Gatto: President and CFO, Callon Petroleum • Gary Clark: VP of Investor Relations, Apache Corporation 	Shell Auditorium
10:15am - 10:45am	Networking Coffee	Anderson Family Commons
10:45am - 11:30am	Rob Franklin President of Gas and Power Marketing, ExxonMobil Corporation	Shell Auditorium
11:30am - 1:00pm	<i>Sponsor Lunch: Discovering Opportunities within a changing Geopolitical Environment</i> <ul style="list-style-type: none"> • Ali Moshiri: President, Chevron Africa and Latin America Exploration and Production Company 	Anderson Family Commons
1:00pm - 1:45pm	Bob Herman: Executive Vice President, Midstream, Phillips 66	Anderson Family Commons
1:45pm - 2:45pm	Panel: Effectively Utilizing Capital in a Volatile Environment <i>Moderator: Tanner Moran</i> <ul style="list-style-type: none"> • Pam Reiland: Senior VP, Gulfstar Group • Adam C. Peakes: Managing Director and Head of OFS, Tudor Pickering & Holt • Osmar Abib: Global Head of Oil and Gas Group, Credit Suisse • David Denechaud: Partner, Sidley Austin LLP 	Shell Auditorium
2:45pm - 3:30pm	Jeremy Thigpen President and CEO, Transocean	Shell Auditorium
3:30pm - 3:45pm	Closing Remarks by William M. Arnold , Professor in the Practice of Energy Management	Shell Auditorium
3:45pm - 5:00pm	Cocktail Reception	Anderson Family Commons



The Jones Graduate School of Business at Rice University is a forward-thinking business school for the next generation of global leaders. Through teaching, research and an atmosphere of discovery, this top 20 school is committed to a business education focused on leadership, integrity and authenticity. Students have the opportunity to work with the bold ideas of our faculty, cut through the complexities of the business world and make breakthroughs, both personally and professionally.

Named in honor of the late Jesse H. Jones, a prominent Houston business and civic leader, the school's degreed programs include the Rice MBA, MBA for Executives, MBA for Professionals as well as coordinated MBAs in engineering and professional science and an MD/MBA with Baylor College of Medicine. The Ph.D. in business attracts candidates aspiring to become faculty in prestigious research universities internationally. The one-year Master of Accounting and undergraduate business minor round out the degrees offered. A full schedule of non-degree executive education open enrollment and customized courses for business and industry are also available, along with certificates in finance and accounting, health care and marketing. For more information visit business.rice.edu.

Energy at Rice Business

The energy sector in Houston is a complex system that operates with both technical and business expertise. Varied functions within the energy industry necessitate a multi-faceted talent pool of economists, marketers, engineers, accountants and consultants. Rice Business develops strong business leaders for impact on the energy sector with the Concentration in Energy. Rice MBAs specializing in energy engage in a well-rounded curriculum that prepares them to meet the global challenges of the future of energy, from geopolitical, fiscal and environmental perspectives. The Concentration in Energy provides students with a profound examination of crucial topics that define the scope of this dynamic sector.



TANNER MORAN (MODERATOR)
 Director, Business Development, Hastings Equity Partners

Prior to joining Hastings Equity Partners, Tanner worked for State Street Bank in an operational finance role. He performed daily securities processing, which included domestic and international equities, fixed income and financial reporting of activities directed by brokers and advisors. Tanner received a B.A. in business administration from St. Anslem College.



PAM REILAND
 Senior Vice President, Gulfstar Group

Pam has more than 30 years of corporate finance experience both as a banker and senior executive. She has held senior executive positions in finance, accounting and administration at Willbros USA Inc. and Galveston-Houston Company, as well as at TransCoastal Marine Services Inc. Pam served as vice president at GulfStar Group, where she completed M&A and private placement transactions. She also served as director of alumni engagement at Rice Business, where she directed the school's strategic planning process. In addition, Pam has served nonprofit boards, including as chairwoman of the National Association of Women MBAs.



ADAM C. PEAKES
 Managing Director and Head of OFS Investment Banking, Tudor Pickering Holt

Adam is a managing director in the Investment Banking Division at Tudor, Pickering, Holt & Co. in Houston. His client coverage focus is primarily within the oil field service and exploration and production sectors of the energy industry. He serves on the Board of Directors of the Boys and Girls Clubs of Greater Houston and Theatre Under the Stars. He also serves on the Owl Club Advisory Board for Rice University and the Council of Overseers for Rice Business.



OSMAR ABIB
 Managing Director, Global Head of Oil and Gas, Credit Suisse

Osmar is a managing director of Credit Suisse in the Global Energy Group within the Investment Banking division, based in Houston. He is the global head of oil service coverage, co-head of the oil and gas (Americas) group and the head of the Houston regional office. Osmar is a member of the bank's Investment Banking Financing Committee and has extensive public offering and M&A experience in the oil and gas sector. He holds a degree in chemical engineering from Rice University and an MBA from Harvard Business School.



DAVID DENECHAUD
 Partner, Sidley Austin LLP

David focuses his practice on private equity and oil and gas transactions, and represents a wide range of clients in the oil and gas industry, including those in the exploration and production, midstream, oilfield services and alternative energy sectors. He frequently helps private equity sponsors and related portfolio companies to partner with other capital sources and to buy and sell companies. He also works with management teams and operating companies seeking to obtain private equity capital.

Dear Rice Energy Finance Summit Attendees:

Welcome to the Jones Graduate School of Business at Rice University. We are proud to present to you the eighth annual Rice Energy Finance Summit (REFS), Rice Business' premier student-led event. REFS serves to promote forward-looking discussions on pertinent energy and finance issues and to facilitate business relationships through the exchange of knowledge, experience and ideas.

Since 2014, the energy industry has seen drastic changes in commodity prices, corporate structures, technology, infrastructure, marketing and many other areas. Each of these changes has been a result of a stagnant low commodity price environment that has forced companies to adapt to this new setting. Over the past year, we have seen hundreds of thousands of employees laid off, hundreds of companies file for bankruptcy and a strong consolidation trend in the industry through mergers and acquisitions. These are very challenging times for the oil and gas community, as it endures one of its longest downturns in recent history. Nonetheless, these challenges bring opportunities for those who can best embrace the new industry conditions. Many companies have restructured their financial profiles, evolved their corporate strategies, reduced their cost structures and have emerged stronger from the downturn.

This year's theme, *Energy Outlook: Navigating Changes in an Evolving Market*, focuses on how companies have adapted to the current market conditions. In addition to the four extraordinary keynote speakers, we will be addressing two relevant topics through panel discussions: *Rediscovering the Permian and Effectively Utilizing Capital in a Volatile Environment*.

Hosting REFS takes a coordinated effort from students, staff and faculty from the Rice Business community as well as the support of our corporate sponsors. We would like to thank all of those involved in making this event possible. Additionally, we owe a great deal of gratitude to our speakers and panelists for sharing their ideas and perspectives with the audience today. Finally, we thank you for joining us today; please take the opportunity to meet new people, ask questions and gain insight from leaders in the energy and finance industries.

Sincerely, The Rice Energy Finance Summit Organizing Committee, 2016



Daniel G. Menendez
 DANIEL G. MENENDEZ



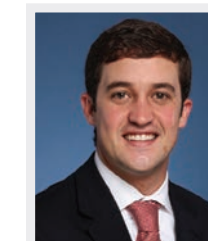
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 WILLIAM W. ELLIOTT



Stephen M. Reckling
 STEPHEN M. RECKLING



Caleb W. Wiley
 CALEB W. WILEY



Ryan G. Chuang
 RYAN G. CHUANG

2016 REFS COMMITTEE

Each year a team of MBA candidates from Rice Business is selected to organize the Rice Energy Finance Summit. The team works together for 10 months to create and deliver the school's largest student-run event, applying key business management fundamentals in the process. We hope to continue this tradition for years to come.

COMMITTEE CHAIRPERSONS

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REFS KEYNOTE SPEAKERS



VICKI HOLLUB
President and CEO, Occidental Petroleum

Vicki is president and CEO of Occidental Petroleum Corporation, responsible for all operations, the financial management of the company and for creating and implementing its strategy. An employee of Occidental since 1981, she most recently served as president and COO, and before that as senior executive vice president of Occidental and president, Oxy Oil and Gas; executive vice president and president, Oxy Oil and Gas, Americas; and vice president of Occidental and executive vice president, U.S. Operations, Oxy Oil and Gas. Vicki brings to the board over 35 years of experience in the oil and gas industry, having previously held a variety of management and technical responsibilities on three continents, including roles in Russia, Venezuela, Ecuador and the U.S. She holds a B.S. in mineral engineering from the University of Alabama.



ROB FRANKLIN
President, ExxonMobil Gas and Power Marketing Company

Rob has served as vice president at Exxon Mobil Corporation since 2009. He has been the president at ExxonMobil Gas & Power Marketing Company, a subsidiary of Exxon Mobil Corp. since 2013. Rob served as president of New Business Development for ExxonMobil Gas & Power Marketing Company in Houston since 2001 and as the president of ExxonMobil Upstream Ventures from 2009 to 2013. An executive assistant to the chairman at Exxon Mobil Corporation, he was also vice president of Europe/Russia/Caspian at ExxonMobil Production Company from 2008 to 2009. Rob joined Mobil North Sea Ltd. in 1981 in Aberdeen, Scotland, and has held a variety of technical and managerial positions in exploration and production and gas marketing. He served as vice president for European Gas Marketing for Mobil Corporation. Rob was born in Culcheth, England, and is a graduate of Leeds University, West Yorkshire, England, with a bachelor's degree in civil engineering.



ROBERT HERMAN
Executive Vice President, Midstream, Phillips 66

Bob is executive vice president, Midstream, for Phillips 66 and has 32 years of experience in various technical and leadership roles within the oil and gas industry. He previously served as senior vice president, Health, Safety & Environment (HSE), Projects and Procurement. Bob joined Phillips 66 as senior vice president, HSE, and previously worked for ConocoPhillips as vice president, HSE. While with ConocoPhillips, he spent a majority of his career on the refining side and was named president, Refining, Marketing and Transportation - Europe, after serving as general manager, Refining Business Improvement. He currently serves on the board for Phillips 66 Partners and Chevron Phillips Chemical Company. Bob earned a B.S. in mechanical engineering from Washington State University.



JEREMY THIGPEN
President and CEO, Transocean

Jeremy is president and CEO of Transocean Ltd. He joined the company as CEO in 2015. He previously served as senior vice president and chief financial officer at National Oilwell Varco, where he spent 18 years. During his tenure at NOV, he spent five years as the company's president of Downhole and Pumping Solutions business and four years as president of its Downhole Tools group. Jeremy also served in various management and business development capacities, including director of business development and special assistant to the chairman. He earned his B.A. in economics and managerial studies from Rice University and completed the Program for Management Development at Harvard Business School.

PANEL SPEAKERS - REDISCOVERING THE PERMIAN



TRAVIS W. NICHOLS (MODERATOR)
Managing Director, TPH

Travis serves as a managing director in Investment Banking at TPH. He was previously a regional planning advisor and business unit coordinator at ExxonMobil Upstream Ventures. Travis began his career in the United States Army, serving as a captain with the 911th Engineer Company and a first lieutenant with the Second Engineer Battalion. He holds a B.S. and M.S. from Pennsylvania State University and an MBA from The Wharton School at the University of Pennsylvania.



JERE THOMPSON
Finance and Planning Manager, Concho Resources

Jere is the finance and planning manager for Concho Resources. He joined the company in 2012 as a financial analyst before being promoted into his current role. Prior to joining Concho, Jere served as an officer in the energy lending group at Amegy Bank. He holds a Bachelor of Arts in history and a Bachelor of Business Administration in finance from the University of Texas at Austin.



JOE GATTO
President and CFO, Callon Petroleum Company

Joe is president and chief financial officer for Callon Petroleum Company. He joined the company in April 2012 as the senior vice president of corporate finance and has had a long-standing relationship with the company acting as an outside advisor on financing and strategic assignments. Joe has also served as a managing director with both Merrill Lynch & Co. and Barclays Capital. He earned a B.S. from Cornell University and an MBA from The Wharton School at the University of Pennsylvania.



GARY T. CLARK
Vice President of Investor Relations, Apache Corporation

Prior to joining Apache, Gary was vice president of Investor Relations and Research at Chesapeake Energy. He has 18 years of experience on both the buy and sell-side oil and gas equity markets, including as senior securities analyst with the State Teachers Retirement System of Ohio, co-portfolio manager with Dynamis Advisors and senior exploration and production (E&P) coverage research analyst with Stifel, Nicolaus & Company, where he was ranked by the Wall Street Journal's Best on the Street as one of the nine "home-run hitters" across all sectors and firms. Gary is a CFA and graduate of the University of Colorado at Boulder with a degree in business administration and finance.

SPONSOR LUNCH - KEYNOTE SPEAKER



ALI MOSHIRI
President, Chevron Africa and Latin America Exploration and Production Company

Ali is president, Chevron Africa and Latin America Exploration and Production Company, a newly formed organization based in Houston. He is responsible for upstream operations in Africa and Latin America. In 1978 Ali joined Chevron as a reservoir engineer and later as a drilling engineer. By 1987 he joined Chevron Overseas Petroleum in the U.K. as manager of Technical Applications for exploration and production activities in the North Sea and then became supervisor of Petroleum Engineering for Chevron Overseas Company, with responsibilities in international operations. Ali's experience grew to include worldwide operational support, new opportunity assessment and operational feasibility, as well as support for petroleum and capital projects and with exiting operations. He has been the chairman of the Venezuelan Association of Hydrocarbons and sits on many boards. Ali earned a B.S. and M.S. in petroleum engineering from the University of Tulsa.