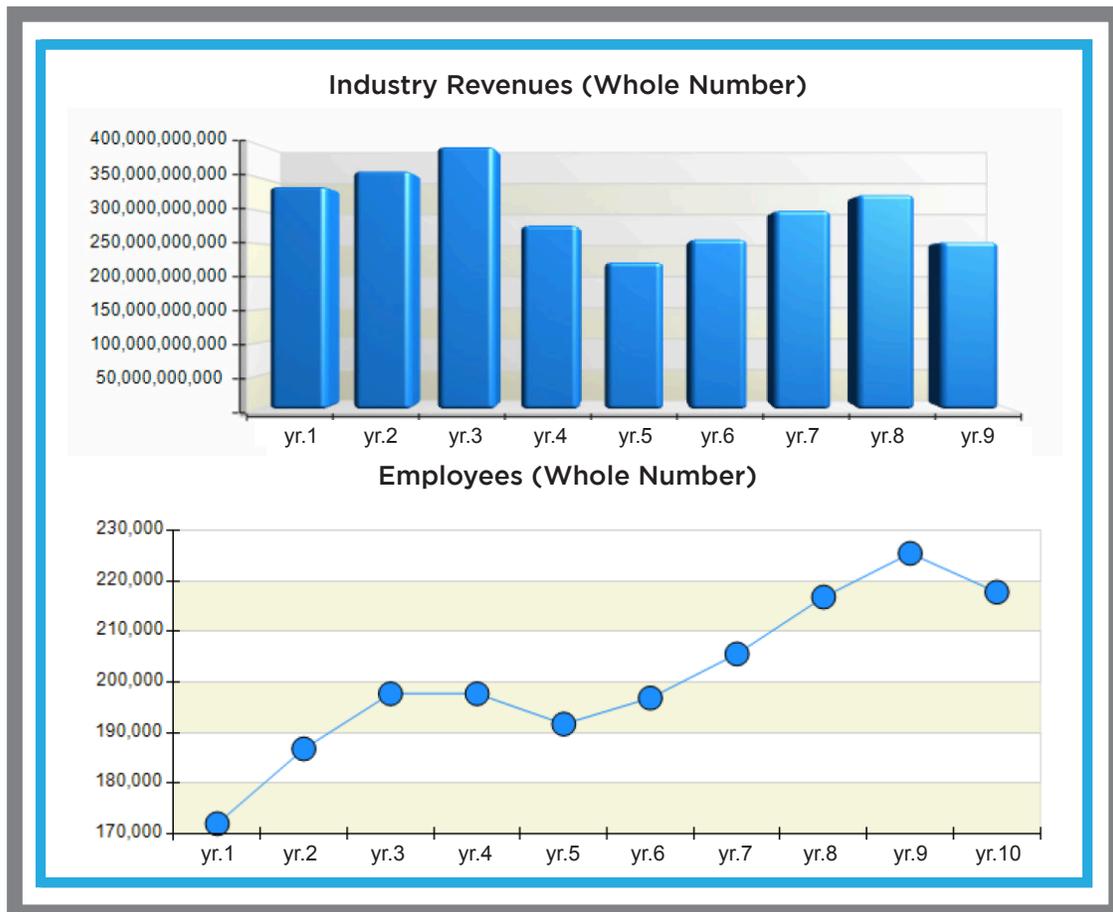


PLUNKETT'S
INDUSTRY ANALYTICS™



**INDUSTRY-SPECIFIC-REPORTS
AVAILABLE ON 500 U.S. INDUSTRIES:**

- ANALYTICS
- DEEP FINANCIAL BENCHMARKS
- METRICS
- REVENUE FORECASTS
- TOP COMPANIES
- REPORTS ARE UPDATED AND REPUBLISHED FREQUENTLY



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CORE BENEFITS TO CUSTOMERS:

- Comprehensive overview of an industry’s financial results, ratios and vital metrics in one package
- Benchmarking of:
 - a) deep financials of each of the leading companies
 - b) financial averages for all companies
 - c) this industry’s ratios to all other industries
- Historical revenues, enterprises and sales per employee
- Current and forecast revenues and CAGR

2-MINUTE
INTRODUCTION
VIDEO



6-MINUTE
HOW TO USE
VIDEO



CONTENTS FOR EACH INDUSTRY REPORT

INDUSTRY SUMMARY, CURRENT DATA

- Current year revenues
- Revenue forecast for 7 years with CAGR
- Historical revenues and CAGR
- CAGR, historic, through latest year
- Current and historic employment data

EMPLOYMENT AND ESTABLISHMENTS, 9-YEAR HISTORY

- Number of firms and establishments
- Employees, with annual growth rates
- Average annual sales per firm and per employee

INDUSTRY FINANCIAL DATA, U.S., WITH REVENUE PROJECTIONS

- Historical revenues & annual growth rates, 9 years
- Projected revenues & annual growth rates, 7 years forward

AVERAGE ANNUAL OPERATING RATIO ESTIMATES

- Income items, expenses, profits and taxes as a percent of total revenues for this industry compared to all industries

BENCHMARKS FOR THIS INDUSTRY

TOP COMPANIES PROFILED & RANKED

- In-depth rankings and profiles, financial reports, ranks & executive lists for up to 10 top U.S.-based corporations

INDUSTRY RESULTS, FOR PUBLICLY-HELD COMPANIES, 7-YEAR HISTORY

- All income statement items, including, COGS, SGA, R&D, & EBITDA, with ratios
- All balance sheet items
- All cash flow items

TOP COMPANIES RANKED

- Company ranks for: market capitalization, employees, revenues, net income, income growth, ROI, ROA, and ROIC

COMPARISON OF TOP PUBLICLY-HELD COMPANIES TO INDUSTRY AVERAGES, LATEST YEAR

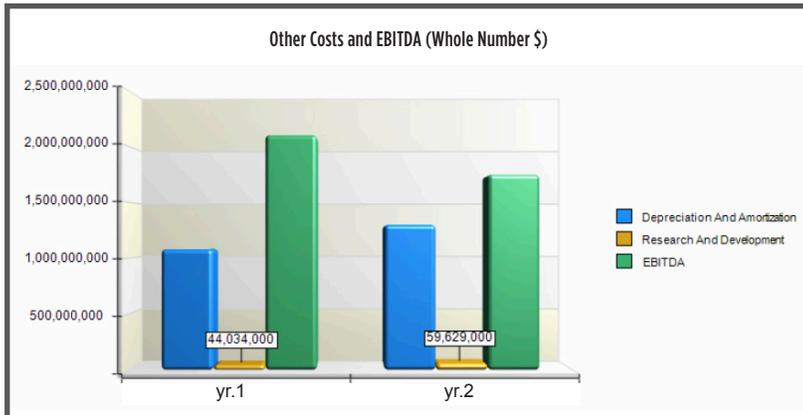
- Benchmark specific top companies to financial averages for Income statements, balance sheets and cash flow statements

AVERAGE COMPANY RESULTS FOR INCOME, BALANCE SHEET & CASH FLOW

Industry Results, Publicly-Held Companies (U.S.) Averages							
Average of Companies Reporting \$200,000 or More in Recent Revenues							
NAIC	211000						
Title	Oil and Gas Exploration & Production Industry (U.S.)						
Income Statement (Whole \$) Note: Delays in reporting may affect latest year.							
\$USD, In whole numbers, except marked * or %	yr.1 Average of 100 Companies	yr.2 Average of 103 Companies	yr.3 Average of 103 Companies	yr.4 Average of 105 Companies	yr.5 Average of 104 Companies	yr.6 Average of 105 Companies	yr.7 Average of 103 Companies
Total Revenue	12,588,085,880	11,518,126,961	7,454,947,796	6,200,002,786	7,082,257,215	8,441,012,838	7,909,561,951
Cost Of Revenue	10,432,419,631	9,574,657,854	6,581,572,789	5,779,788,621	6,115,610,091	6,877,732,110	6,830,812,182
%	80.39	81.51	87.43	92.33	83.66	81.48	86.36
Gross Profit	3,666,932,579	3,281,506,863	1,744,142,550	1,290,573,022	2,043,907,994	2,724,391,291	2,195,281,209
%	28.26	27.94	23.17	20.62	28.03	32.28	27.75
Operating Expenses							
SGA Expense	472,673,521	448,262,135	408,107,699	384,757,317	398,077,356	472,349,890	433,029,875
%	3.64	3.82	5.42	6.15	5.46	5.60	5.47
R&D Expense	-	-	-	-	59,498,000	44,034,000	59,629,000
%	-	-	-	-	0.82	0.52	0.75
Other Operating Expenses	1,298,638,955	1,238,363,949	1,121,006,766	977,801,501	1,016,648,872	990,729,406	899,488,511

VIEW A 7 YEAR HISTORY OF THIS INDUSTRY'S AVERAGE RESULTS FOR ALL ITEMS.

NUMEROUS CHARTS & TABLES



COMPARE VITAL INDUSTRY METRICS AND BENCHMARKS BY UTILIZING ADVANCED ANALYTICS AND VISUALIZATION.

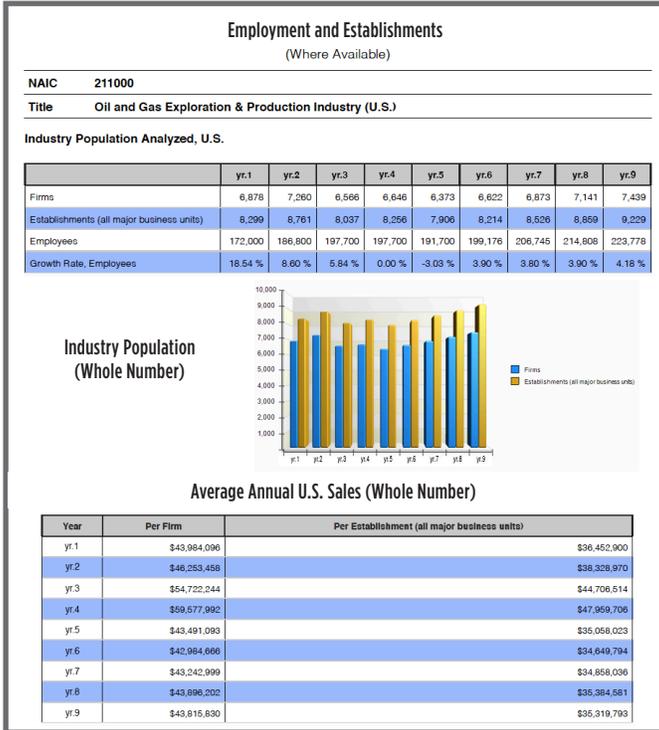
TOP COMPANIES RANKED

Top Companies Ranked, U.S.	
This list may include private companies in the following categories: Total Revenue, Employee Count and Net Income. Also, the list may include companies in closely related sectors.	
NAIC	211000
Title	Oil and Gas Exploration & Production Industry (U.S.)
Approximate Market Cap	Employee Count
1. Exxon Mobil 441,421,100,000	1. Exxon Mobil Corporation (ExxonMobil) 74,900
2. Chevron 247,905,600,000	2. Chevron Corporation 48,200
3. ConocoPhillips 106,410,900,000	3. Shell Oil Company 85,000
4. Occidental Petroleum 84,849,880,000	4. Occidental Petroleum Corporation 14,400
5. EOG Resources 74,682,150,000	5. ConocoPhillips Company 10,400
6. Pioneer Natural Resources 34,347,840,000	6. CNX Gas Corporation 8,630
7. Devon Energy 32,474,600,000	7. Hunt Consolidated Inc 4,500
8. Hess 31,110,950,000	8. Anadarko Petroleum Corporation 4,500
9. Concho Resources 30,590,250,000	9. Cornwall Resources Inc 3,740
10. Continental Resources 30,017,660,000	10. Pioneer Southwest Energy Partners LP 3,667
Total Revenue	Net Income
1. Exxon Mobil Corporation (ExxonMobil) 256,582,994,432	1. Exxon Mobil Corporation (ExxonMobil) 14,940,000,000
2. Chevron Corporation 130,864,997,888	2. ConocoPhillips Company 7,189,000,000
3. ConocoPhillips Company 32,566,999,040	3. Chevron Corporation 2,924,000,000
4. Occidental Petroleum Corporation 20,393,000,960	4. Murphy Oil Corporation 1,149,732,000
5. EOG Resources Inc 16,941,728,720	5. Southwestern Energy Company 891,000,000
6. Pioneer Natural Resources Company 9,671,000,054	6. Continental Resources Inc 775,641,000
7. Shell Oil Company 9,450,000,000	7. Pioneer Natural Resources Company 759,000,000
8. Chesapeake Energy Corporation 8,488,999,936	8. Cabot Oil & Gas Corporation 681,070,000
9. Maverick Natural Resources LLC 6,734,110,000	9. Marathon Oil Corporation 480,000,000
10. Ovestry Inc 6,726,000,128	10. WPX Energy Inc 296,000,000
3-Year Revenue Growth (%)	3-Year Income Growth (%)
1. Petro River Oil Corp 165.47	1. Gulf Coast Ultra Deep Royalty Trust 50.71
2. Carbon Natural Gas Co 142.33	2. MV Oil Trust 37.95
3. Magnolia Oil & Gas Corp 103.60	3. Corbester Minerals LP 36.02
4. Diamondback Energy Inc 95.92	4. VCC Energy Trust 34.60
5. Ring Energy Inc 85.12	5. Magnolia Oil & Gas Corp 32.72
6. Houston American Energy Corporation 81.87	6. CCK-IGDL Energy Inc 22.35
7. Earthstone Energy Inc 65.40	7. Exxon Mobil Corporation (ExxonMobil) 22.30
8. Comstock Resources Inc 63.55	8. Sabine Royalty Trust 17.03
9. Goodrich Petroleum Corporation 63.12	9. CCK Lands Inc 13.56
10. Parsley Energy Inc 62.35	10. Kiewit Royalty Trust 12.41
70. Exxon Mobil Corporation (ExxonMobil) 5.35	
Return on Assets (%)	Return on Equity (%)
1. Infinity Energy Resources 1170.54	1. North European Oil 76.15
2. Sabine Royalty 5.33	2. Permian Basin Royalty 43.54
3. Permian Basin Royalty 5.33	3. Sabine Royalty 7.78
4. North European Oil 4.97	4. San Juan Basin Royalty 1.43
5. Kiewit Royalty 1.77	5. MV Oil 0.99
6. San Juan Basin Royalty 1.12	6. Whiting USA Trust II 0.83

TOP COMPANIES RANKED FOR MARKET CAPITALIZATION, EMPLOYEES, REVENUES, NET INCOME, INCOME GROWTH, ROI, ROA, AND ROIC.

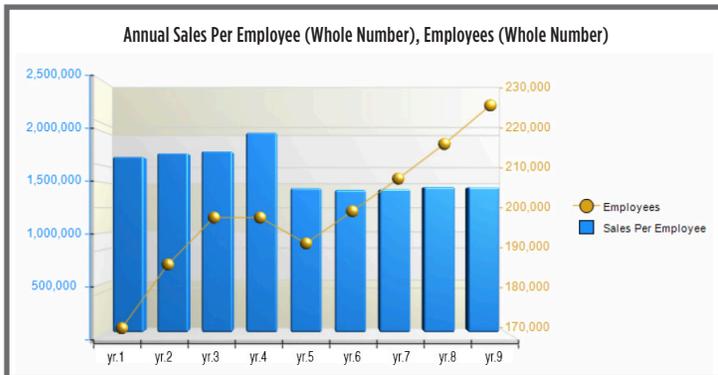
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..... Reports Available on All Major U.S. Industries



EMPLOYMENT AND ESTABLISHMENTS, 9 - YEAR HISTORY.

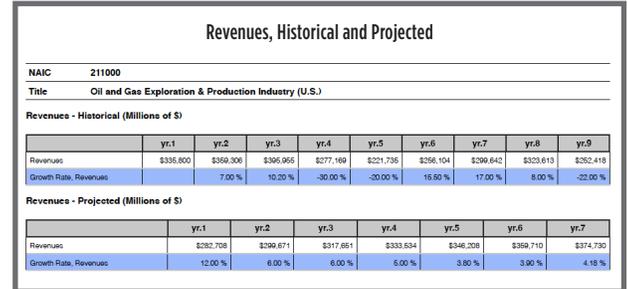
- Number of firms and establishments
- Employees, with annual growth rates
- Average annual sales per firm and per employee



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REVENUE FORECASTS AND HISTORY.

Current year, 9 years history and 7 years forward forecast for revenues and compound annual growth rate.

Average of Companies Reporting \$200,000 or More in Recent Revenues

NAIC 211000
Title Oil and Gas Exploration & Production Industry (U.S.)

Income Statement (Whole \$) Note: Delays in reporting may affect latest year.

BUSD, in whole numbers, except marked * or %	yr.1 Average of 100 Companies	yr.2 Average of 103 Companies	yr.3 Average of 103 Companies	yr.4 Average of 105 Companies	yr.5 Average of 104 Companies	yr.6 Average of 105 Companies	yr.7 Average of 103 Companies
Total Revenue	12,588,086,880	11,618,128,961	7,464,947,796	6,200,002,788	7,082,267,216	8,441,012,838	7,909,661,961
Cost Of Revenue	10,432,419,651	9,674,667,854	6,661,672,789	5,779,788,621	6,115,610,081	6,677,782,110	6,830,612,182
%	80.99	81.51	87.43	92.33	83.98	81.48	86.98
Gross Profit	3,668,932,679	3,281,608,883	1,744,142,560	1,290,678,022	2,043,907,984	2,724,991,291	2,196,281,209
%	28.28	27.94	23.17	20.62	28.03	32.28	27.76
Operating Expenses							
S&A Expense	472,675,621	448,262,136	408,107,699	384,767,317	396,077,366	472,549,890	433,029,876
%	3.84	3.82	5.42	6.16	5.68	6.80	6.47
R&D Expense	-	-	-	-	59,488,000	44,054,000	59,629,000
%	-	-	-	-	0.82	0.62	0.76
Other Operating Expenses	1,298,838,965	1,238,883,949	1,121,006,786	977,801,601	1,016,648,872	990,729,406	899,488,611
%	10.01	10.64	14.89	15.62	13.94	11.74	11.57
Restructuring and Merger/Acquisition Costs	8,120,875	12,681,003	16,198,906	(12,126,476)	16,375,404	15,882,889	93,869,883
%	0.06	0.11	0.22	-0.19	0.22	0.19	1.19
Amortization	202,824	263,094	670,406	954,994	2,823,352	13,934,842	12,127,009
%	0.00	0.00	0.01	0.01	0.04	0.17	0.16
Total Operating Expenses	1,779,433,350	1,699,307,087	1,545,313,369	1,359,432,342	1,431,101,632	1,478,762,166	1,428,388,069
%	13.71	14.47	20.63	21.67	19.62	17.62	18.03
Operating Income	1,674,764,609	1,311,832,817	61,361,040	(194,928,209)	359,677,107	978,288,423	628,361,569
%	12.13	11.17	0.82	-3.11	5.04	11.63	6.68
Misc Other Special Charges	-	-	-	-	-	-	-

ESTIMATED OPERATING RATIOS.

Covers a broad range of income and expense item estimates, as a percentage of total revenues. Includes benchmark of this industry to the average for all industries.

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