



ANGELO
GORDON

Presentation to the PESA Credit Conference

October 18, 2018

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Angelo Gordon



A leading privately held alternative investment firm with a focus on Credit and Real Estate strategies

- 1988 company founded
- 100% owned by AG founders and employees, and their related parties
- \$28 billion Assets Under Management ⁽¹⁾
- Over 450 employees ⁽¹⁾
- Headquartered in New York with offices globally
- Angelo Gordon and employees have approximately \$1 billion of capital in our funds ⁽²⁾



1) As of June 30, 2018

2) Approximate as of March 31, 2018. Includes GP, affiliate and employee related investments and accrued performance allocations. Includes committed, but uncalled capital.

AG Energy Team: Experienced Across Cycles



Senior Management

Todd Dittmann
Portfolio Manager
26+ Years

David Roberts
Managing Director
31+ Years

David Kamin
Managing Director
23+ Years

Josh Baumgarten
Co-CIO
20+ Years

Michael Gordon
CEO and Co-CIO
45+ Years

Houston-Based Professionals Involved in Energy Investing

Eitan Bernstein
Managing Director
17+ Years

Damon Putman
Managing Director
17+ Years

David Taylor ⁽¹⁾
Managing Director, Petroleum Engineer
43+ Years

Craig Fox
Managing Director, Petroleum Engineer
41+ Years

Paul Gottheim
Vice President
10+ Years

Frank Dale
Associate
7+ Years

Daniel Baddeloo
Associate
3+ Years

NY-Based Professionals Involved in Energy Investing

Bryce Fraser
Managing Director, Distressed Debt
19+ Years

Robert Barrett
Managing Director
17+ Years

Kevin Concannon
Credit Trader
16+ Years

Mark Bernstein
Senior Counsel
13+ Years

Scott McMurtry
Director, Product Specialist
14+ Years

Joseph Goldschmid
Vice President, Distressed Debt
10+ Years

Joseph Lenz
Director, Distressed Debt
7+ Years

NOTE: Years of experience as of October 2018.
1) David Taylor is scheduled to retire in February 2019.

 Orange box denotes PESA Credit Conference attendee

The AG Difference



Our success is based on dedication to the collaborative culture that Angelo Gordon has built and sustained for over 29 years

- The basics:
 - U.S. and Canada focus
 - Transaction sizes of \$20-600 million
 - E&P, OFS, midstream, and related businesses
 - Public and private / sponsor backed
- Typical use of proceeds: Growth, refinancings, dividends
- Sourcing advantage: Houston + NY
- Opportunity in the cycles: Pivoting
- Flexible capital: More than just direct lending
- Seek reasonable LTVs and prefer senior secured
- Expeditious timelines

AG is a Leader in E&P Lending

Private Delaware Basin E&P

\$135MM

First Lien TL

December 2016

Administrative Agent and
Sole Lender



Private N. LA E&P

\$36MM

First Lien TL

January 2017

Administrative Agent and
Sole Lender



\$300MM \$100MM
First Lien DDTL DIP Loan
April 2017 May 2018

Administrative Agent



DIVERSIFIED GAS & OIL
PLC

\$110MM

First Lien DDTL

June 2017

Administrative Agent



Private E.TX / N. LA E&P

\$75MM

First Lien DDTL

September 2017

Administrative Agent



\$250MM

Second Lien TL

April 2018

Anchor Investor



Private Delaware Basin E&P

\$250MM

Second Lien TL

June 2018

Anchor Investor



Private Permian E&P

\$475MM

First Lien HoldCo TL

September 2018

Anchor Investor



AG is a Leader in Oilfield Services Lending



\$175MM

First Lien TL

September 2017

Syndicate Member



Private Pressure Pumper

\$45MM

First Lien DDTL

November 2017

Administrative Agent and Sole Lender



Private Proppant

\$346MM

First Lien TL

May 2018

Anchor Investor



- Strong, diverse pipeline of potential financing opportunities > \$150MM through year end ⁽¹⁾
- Dedicated origination resource to the sub-sector
 - 17+ years of experience, including 10+ years directly in OFS

(1) There can be no assurance that any deal will close.



Section II:

Market Outlook and Trends

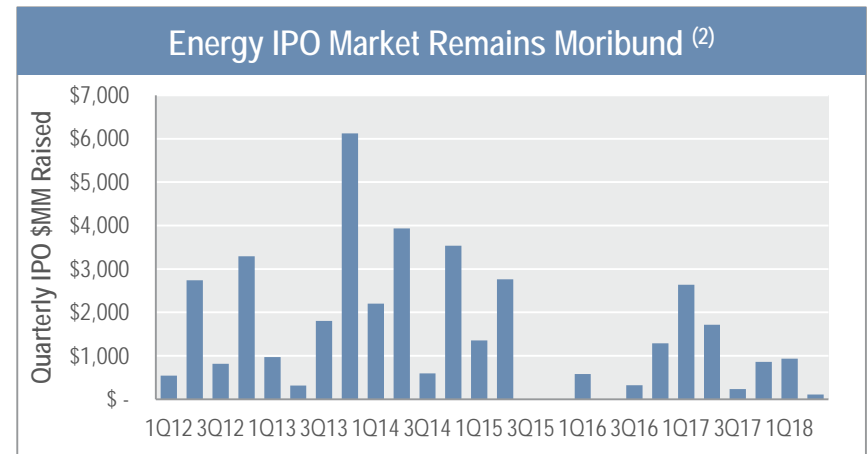
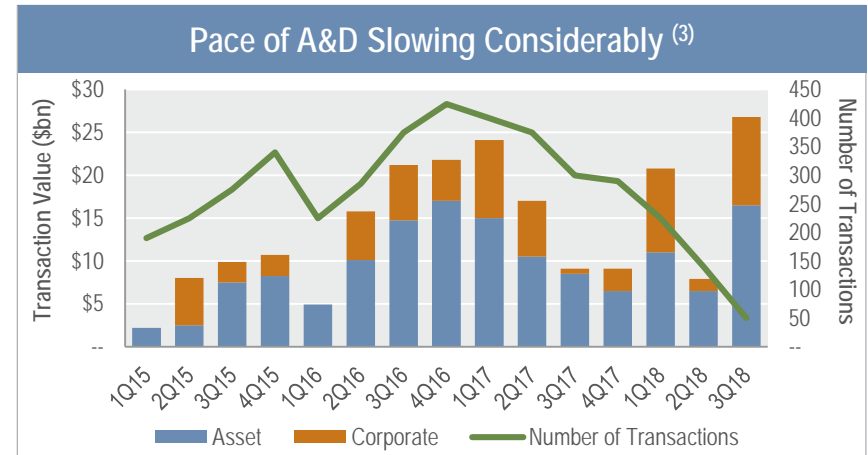
Trends of Interest

	E&P	Oilfield Services	Midstream
General Industry	<ul style="list-style-type: none"> Capital discipline = continued de-risking of borrowers Despite generally sanguine commodity price views, many management teams do not expect meaningful capex growth in 2019 ⁽¹⁾ 	<ul style="list-style-type: none"> Growing demand for working capital from increasingly active borrowers E&P capital discipline beginning to pressure certain sub-sectors; pricing power appears unlikely until 2H '19 ⁽¹⁾ 	<ul style="list-style-type: none"> Regulatory risk persists Ongoing collapse of the MLP structure continues Near-term focus on buildout of Permian takeaway capacity <ul style="list-style-type: none"> Medium-term on crude / NGL export infrastructure
Banks	<ul style="list-style-type: none"> Selectively extending credit Sector exposure reduced materially vs. peak 	<ul style="list-style-type: none"> Remain sidelined for new credit extension Many now permanently out of the business 	<ul style="list-style-type: none"> Generally business as usual
Public Debt Markets	<ul style="list-style-type: none"> Strong 1H issuance volumes; quieter 3Q HY eligible if deal size > \$400MM 	<ul style="list-style-type: none"> Comprise > 1/3 of issuance that has priced since the summer 	<ul style="list-style-type: none"> Strong, steady HY / TL supply
Private Debt Markets	<ul style="list-style-type: none"> Capital readily available for a wide variety of borrowers, structures Use of proceeds typically growth; bank debt replacement less frequent 	<ul style="list-style-type: none"> Significantly increasing activity as banks retrench Capital readily available; preference for hard assets, non-commoditized businesses 	<ul style="list-style-type: none"> Activity increasing Equity markets shut Need for debt financing increases
Equity Markets	<ul style="list-style-type: none"> Capital discipline = moribund YTD issuance XOP up 17% YTD, though generalists remain uninterested IPO markets effectively shut 	<ul style="list-style-type: none"> YTD issuance on par with 2016, 2017 OSX underperforming Five IPO's priced through Feb '18, none since. Backlog large and growing 	<ul style="list-style-type: none"> Retail equity model largely broken Alerian MLP index underperforming, though regaining momentum as regulatory, structural risk slowly abating

1) Goldman Sachs Research.

Energy Private Equity Has an Exit Problem

- The new capital discipline mantra has suppressed public company acquisition appetites
 - As a result, there is a historically high backlog of \$100 - \$500 million property sale packages looking for buyers
 - 50 – 80% of sales failed to close in 4Q '17 – 1Q '18, averaging a 67% failure rate ⁽¹⁾
 - Value of deal activity among U.S. producers at lowest level since February 2016 nadir ⁽¹⁾
- Made worse by recent dearth of E&P IPOs – new \$1 billion minimum market cap
- Path forward is more privately-funded drilling so that platforms can double + in size and more easily exit as larger packages
 - Doubling an existing PE investment crushes management promotes
- Obvious answers:
 - Delayed draw term loans to finance reserve development – preserves management equity incentive
 - DrillCo's: 15%+ limited recourse development drilling financings – can be prepaid with make-whole provisions
 - Dividend recapitalization financings – slows / stops the IRR hurdle clock



1) Reuters. 2) Bloomberg. 3) BMO Capital Markets.

New Financing Alternatives for E&P Companies



Term Loan

- Typically a 3 – 5 year amortizing / non-amortizing senior secured term loan paying a LIBOR + 5 – 8% coupon

Delayed Draw Term Loan

- Term loan plus an additional undrawn available amount typically equivalent to 25 – 100% of the initial term loan size
- Availability periods typically 12 – 18 months from closing

DrillCo

- Non-recourse, wellbore-based development drilling financing available in tranches and specifically for the drilling and completion of wells in certain AMIs
- Typically a mid-teens cost of capital based upon attainment of a hurdle IRR and a reversionary arrangement

Structured Equity

- Preferred stock
- Convertible preferred stock
- Waterfall-based preferred financings for LPs/LLCs
- Other non-debt arrangements

How Things Have Changed



Then:		
Product:	Reserve Based Loan	Private Equity
Provider:	<ul style="list-style-type: none"> Commercial Banks 	<ul style="list-style-type: none"> Private Equity Firm
Question:	<ul style="list-style-type: none"> Unused Borrowing Base 	<ul style="list-style-type: none"> Remaining Commitment

Now:						
Product:	Reserve Based Loan	Term Loan	Delayed Draw Term Loan	DrillCo	Preferred / Structured Equity	Private Equity
Provider:	<ul style="list-style-type: none"> Comm'l Banks 	<ul style="list-style-type: none"> Non-Banks * 	<ul style="list-style-type: none"> Non-Banks * 	<ul style="list-style-type: none"> Non-Banks * 	<ul style="list-style-type: none"> Non-Banks * 	<ul style="list-style-type: none"> PE Firm
Question:	<ul style="list-style-type: none"> Unused BB 	<ul style="list-style-type: none"> Free Cash Flow 	<ul style="list-style-type: none"> Unused Avail. DD 	<ul style="list-style-type: none"> Unused Avail. Tranche Free Cash Flow 	<ul style="list-style-type: none"> Free Cash Flow 	<ul style="list-style-type: none"> Remaining Commitment

* Non-Banks = Alternative Asset Managers, BDCs, Family Offices, Hedge Funds, Insurance Companies, Other Non-Traditional / Non-Bank Investors, Pension Funds, and Private Equity-Style Credit Funds

How Credit Managers Might Better Assess Private Counterparty Liquidity in the New World



Incremental liquidity may exist beyond a typical bank revolver

Cross checking multiple references and data points will provide a more robust analysis

Bank Line Availability

- Funded vs. unfunded revolver capacity
- Historical usage trends
- Maturity date and covenant compliance
- Length of borrower relationship with bank

Delayed Draw Availability / DrillCo

- Remaining unfunded capacity
- Requirements for draw availability
- Maturity date and covenant compliance

PE Commitment

- Remaining commitment
- Fund vintage and remaining term
- Length of borrower relationship with sponsor

Term Loan / Structured Equity

- Free cash flow
- Amortization
- Maturity date
- Existence of a put

Contact Info



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