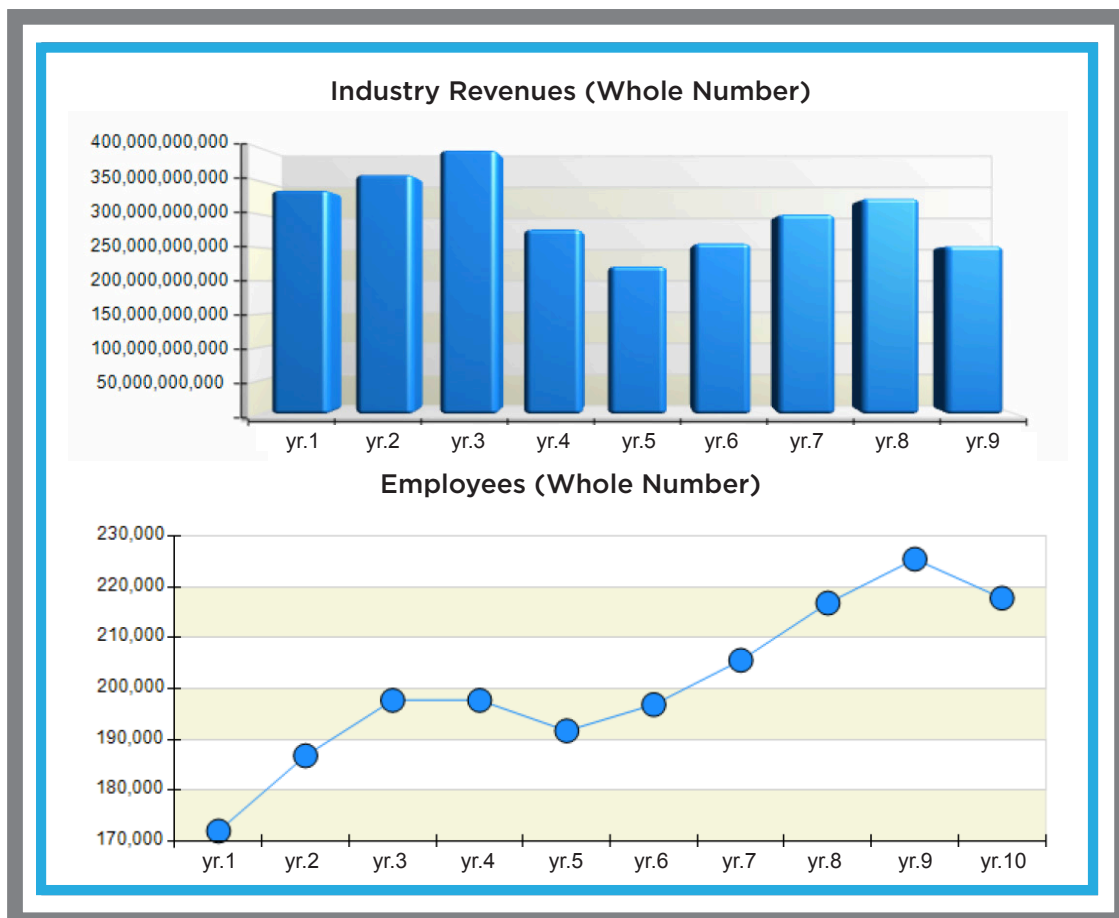


# PLUNKETT'S INDUSTRY ANALYTICS™



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

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



# 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

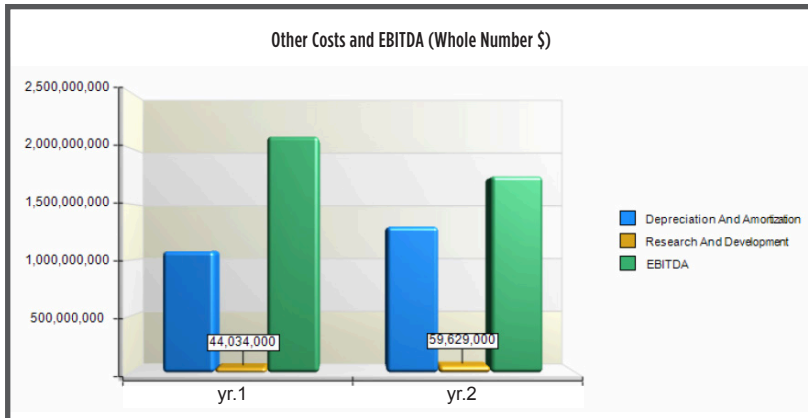
- Benchmark specific top companies to financial averages for Income statements, balance sheets and cash flow statements

**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							
<b>NAIC</b>	<b>211000</b>						
<b>Title</b>	<b>Oil and Gas Exploration &amp; Production Industry (U.S.)</b>						
<b>Income Statement (Whole \$) Note: Delays in reporting may affect latest year.</b>							
\$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
<b>Operating Expenses</b>							
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.**

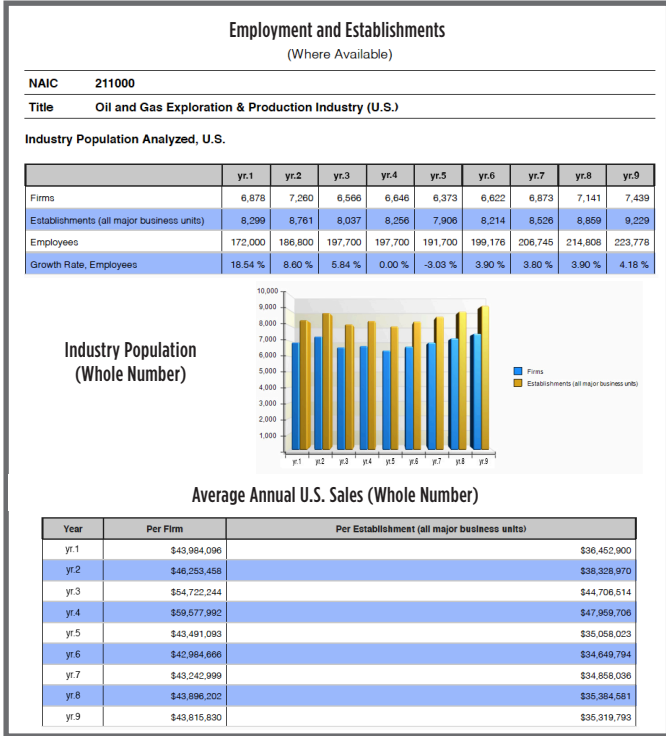
**TOP COMPANIES RANKED**

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.	
<b>NAIC</b>	<b>211000</b>
<b>Title</b>	<b>Oil and Gas Exploration &amp; Production Industry (U.S.)</b>
<b>Approximate Market Cap</b>	<b>Employee Count</b>
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
<b>Total Revenue</b>	<b>Net Income</b>
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
<b>3-Year Revenue Growth (%)</b>	<b>3-Year Income Growth (%)</b>
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. COGSDL 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. CRK Lands Inc 13.56
10. Parsley Energy Inc 62.35	10. Kiewit Royalty Trust 12.41
70. Exxon Mobil Corporation (ExxonMobil) 5.35	
<b>Return on Assets (%)</b>	<b>Return on Equity (%)</b>
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.**

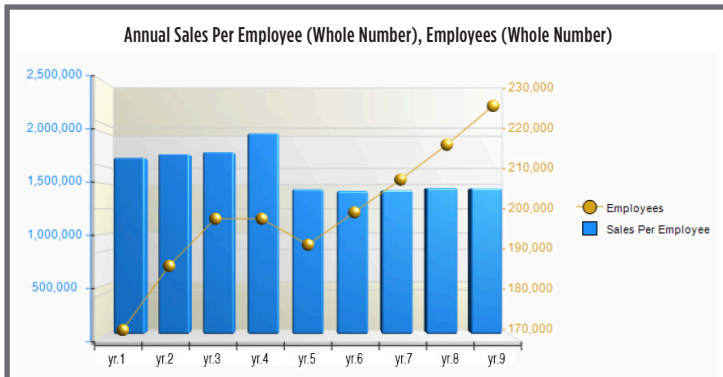
# REPORTS ARE UPDATED AND REPUBLISHED YEARLY FOR 500 U.S. INDUSTRY SECTORS

Reports Available on All Major U.S. Industries



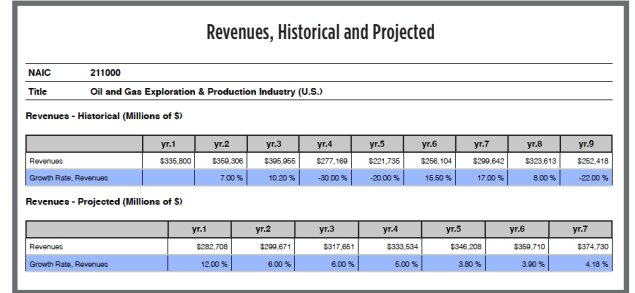
## EMPLOYMENT AND ESTABLISHMENTS, 9 - YEAR HISTORY.

- Number of firms and establishments
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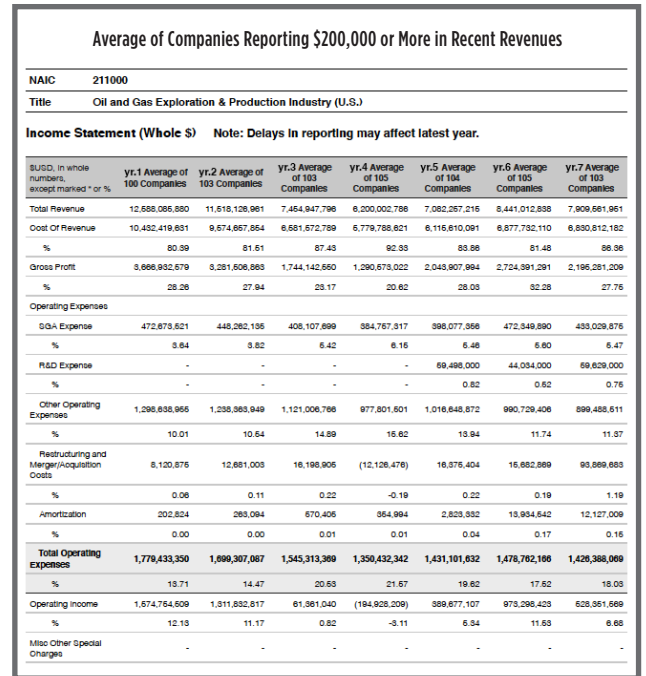
## INCLUDES EXTENSIVE CHARTS AND DATA VISUALIZATION.

Our charts will enable you to quickly grasp key trends.



## REVENUE FORECASTS AND HISTORY.

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



## 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.