

## **June Conferences**

**JUNE 2019** 









**NYSE American: NOG** 

### FORWARD LOOKING STATEMENTS



**NYSE American: NOG** 

This presentation contains forward-looking statements regarding future events and future results that are subject to the safe harbors created under the Securities Act of 1933 (the "Securities Act") and the Securities Exchange Act of 1934 (the "Exchange Act"). All statements other than statements of historical facts included in this presentation regarding Northern's financial position, business strategy, plans and objectives of management for future operations, industry conditions, and indebtedness covenant compliance are forward-looking statements. When used in this presentation, forward-looking statements are generally accompanied by terms or phrases such as "estimate," "project," "predict," "believe," "expect," "continue," "anticipate," "target," "could," "plan," "intend," "seek," "goal," "will," "should," "may" or other words and similar expressions that convey the uncertainty of future events or outcomes. Items contemplating or making assumptions about actual or potential future sales, market size, collaborations, and trends or operating results also constitute such forward-looking statements.

Forward-looking statements involve inherent risks and uncertainties, and important factors (many of which are beyond our company's control) that could cause actual results to differ materially from those set forth in the forward-looking statements, including the following: changes in crude oil and natural gas prices, the pace of drilling and completions activity on Northern's current properties and properties pending acquisition, Northern's ability to acquire additional development opportunities, changes in Northern's reserves estimates or the value thereof, general economic or industry conditions, nationally and/or in the communities in which Northern conducts business, changes in the interest rate environment, legislation or regulatory requirements, conditions of the securities markets, Northern's ability to consummate any pending acquisition transactions, other risks and uncertainties related to the closing of pending acquisition transactions, Northern's ability to raise or access capital, changes in accounting principles, policies or guidelines, financial or political instability, acts of war or terrorism, and other economic, competitive, governmental, regulatory and technical factors affecting our company's operations, products and prices.

Northern has based these forward-looking statements on its current expectations and assumptions about future events. While management considers these expectations and assumptions to be reasonable, they are inherently subject to significant business, economic, competitive, regulatory and other risks, contingencies and uncertainties, most of which are difficult to predict and many of which are beyond Northern's control. Northern does not undertake any duty to update or revise any forward-looking statements, except as may be required by the federal securities laws.

### **NORTHERN OIL & GAS**



**NYSE American: NOG** 

## DOMINANT NON-OPERATOR FRANCHISE IN THE WILLISTON BASIN

Focused on disciplined growth, free cash flow generation and sustainable shareholder returns

BY THE NUMBERS<sup>1</sup>

**SCALE** 

**ACTIVITY** 

**CASH FLOW** 

~160,000

**NET ACRES** 

34,598

**1Q19 PRODUCTION BOE/D** 

\$105 mm

1Q19 ADJUSTED EBITDA<sup>3</sup>

91%

**HELD BY PRODUCTION** 

135.5

**PROVED RESERVES MMBOE** 

\$87.5 mm

1Q19 CASH FLOW FROM OPERATIONS<sup>4</sup>

(US\$) <sup>2</sup>	NYSE: NOG
Shares Outstanding:	382.2 mm

Share Price: \$2.27

Market \$868 mm

Enterprise Value: \$1,704 mm

<sup>1.</sup> Data as of 3/31/2019, except reserves data as of 12/31/18.

<sup>2.</sup> Shares Outstanding as of May 7, 2019, Share Price NYSE: NOG as of 5/21/2019, Debt as of March 31, 2019.

<sup>3.</sup> Adjusted EBITDA is a non-GAAP financial measure. Please see the appendix for reconciliation to the most directly comparable GAAP measure.

<sup>4.</sup> Excludes cash flows due to changes in working capital.

## **NORTHERN OIL & GAS – WHY NORTHERN IS BETTER**



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### **RETURNS FOCUS**

BETTER BUSINESS MODEL

BETTER BASIN

BETTER
CAPITAL
ALLOCATION

BETTER LT GROWTH POTENTIAL Changing the way the market thinks about Upstream Investing







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# A BETTER BUSINESS MODEL

## DIFFERENTIATED UPSTREAM INVESTMENT PLATFORM



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OIL-LEVERED
WILLISTON PRODUCER

VISIBLE LONG-TERM
GROWTH POTENTIAL

DISCIPLINED CAPITAL

ALLOCATION

PROACTIVELY MANAGED
BALANCE SHEET

- Diverse operator group
- > Bakken & Three Forks
- > Experienced leadership

- > Multi-year well inventory
- Working interest acquisitions
- Non-op consolidation potential

- > Selective capex allocation
- > Low-cost organic growth
- > Shareholder return focus

- Broad hedging program
- Maintaining liquidity
- Improving credit metrics

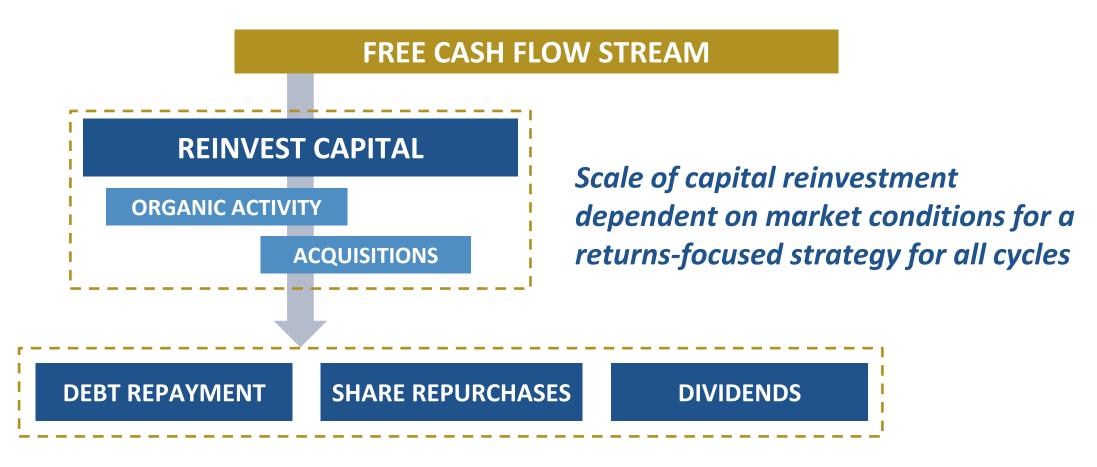
As a non-operator, Northern has an exceptionally high level of capital allocation flexibility

We seek to capture & participate in only the highest-return opportunities across the Williston Basin

## **2019 CAPITAL ALLOCATION STRATEGY**



**NYSE American: NOG** 



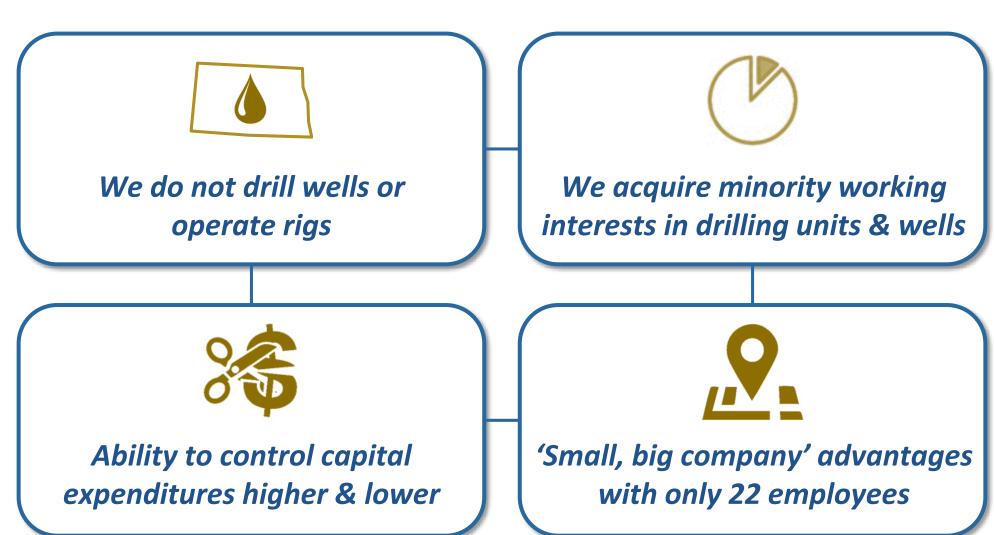
Capital allocation ensures strategic management of balance sheet & shareholder returns through disciplined approach

### THE NON-OPERATOR MODEL: WHAT WE DO



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> A flexible and moderated approach to E&P, offering capital discipline, cost control & protection from downside exposure



### THE NON-OPERATOR MODEL: CONSENT PROCESS



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> Northern's land & engineering teams review every well AFE to determine participation or non-consent

### **WELL PROPOSAL** GO! **DECISION AFE REVIEW ANALYSIS Operator must** Consent to only those **Minority partners** Use proprietary data to **Drill well and turn** send well proposal have 30 days wells that will develop type curves to production to non-op partners and estimated IRR to elect generate high IRRs

- Well does not meet Northern's IRR standards
- Northern does not participate in well costs or receive benefits

**NON-CONSENT** 

BUT, retains right to participate in other wells/zones in same drilling spacing unit

## THE NON-OPERATOR MODEL: CAPITAL & COST BENEFITS



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### **CAPEX CONTROL**



### Ability to increase and decrease capital quickly

No rig or drilling contracts, no embedded personnel at the field level



### Costs limited to drilling and acreage

### **CAPITAL FLEXIBILITY**



### Northern's flexibility to increase capital misunderstood by investors

 Leverage internal proprietary database to make accurate and timely decisions to seek to increase ownership in proposed wells

### **SCALABILITY**



### Only 22 full-time employees

Virtually unchanged despite doubling of production base in 2018

### **COST & MARGIN**



### Peer leading cost structure

\$1.06/Boe cash G&A<sup>(1)</sup> cost in 1Q 2019 – among the best in the industry

## THE NON-OPERATOR MODEL: NOG ADVANTAGE



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### LEVERAGING EXPERIENCE



Proprietary Northern database, built from participation in over 5,000 wells, 30%+ of all Bakken and Three Forks wells drilled play to date

- 300+ internally generated type curves by operator, by field, by formation
  - More accurate analysis tailored to specific acquisition opportunity
- Ownership database covers the Williston Basin
  - Timely identify sellers in economic areas as completion methods evolve
  - Northern already has significant data and ownership in most acquisitions we analyze

Actively manage asset in order to accelerate growth

Target economic acquisition opportunities ahead of the market





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# WILLISTON BASIN – A BETTER BASIN









## WILLISTON BASIN: NORTHERN'S HOME FIELD



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Northern is a pure-play Williston Basin company, with long-term relationships with premier operators and land owners

7.4

15k

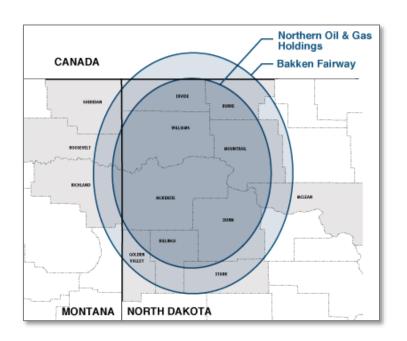
**Billion Barrels** 

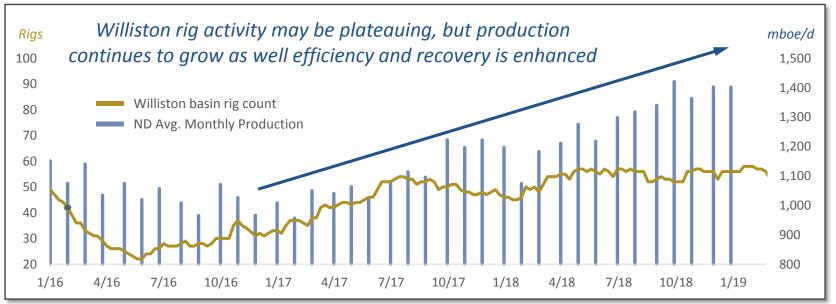
**Producing Wells** 

est. recoverable oil1

As of March 2019

- ✓ Presence in basin since Northern's inception in 2006
- ✓ Participated in >5,000 wells, ~30% of the wells drilled in the basin.
- ✓ Exposure to industry leading Bakken and Three Forks formations
- ✓ Deep relationships with 40+ regional operators





Source: North Dakota Industrial Commission

## THE BAKKEN: THE WILLISTON'S SWEET SPOT



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> Bakken shale meets the optimal criteria for profitable returns in the current fundamental climate

Oil cut and high BTU gas helps enhance overall returns

SIGNIFICANT OIL PRODUCTION CUT

MANAGED DRILLING & COMPLETIONS COSTS

Drilling efficiency is offsetting increased completions costs

Regional activity has held strong at ~55-60 active rigs

CONSISTENT RIG



GROWING WELL PERFORMANCE

High-grading ensures highest IRR wells are completed first

Low, stable LOE's enhance margins across the region

FALLING LEASE
OPERATING EXPENSES

SHRINKING PRICING DIFFERENTIALS

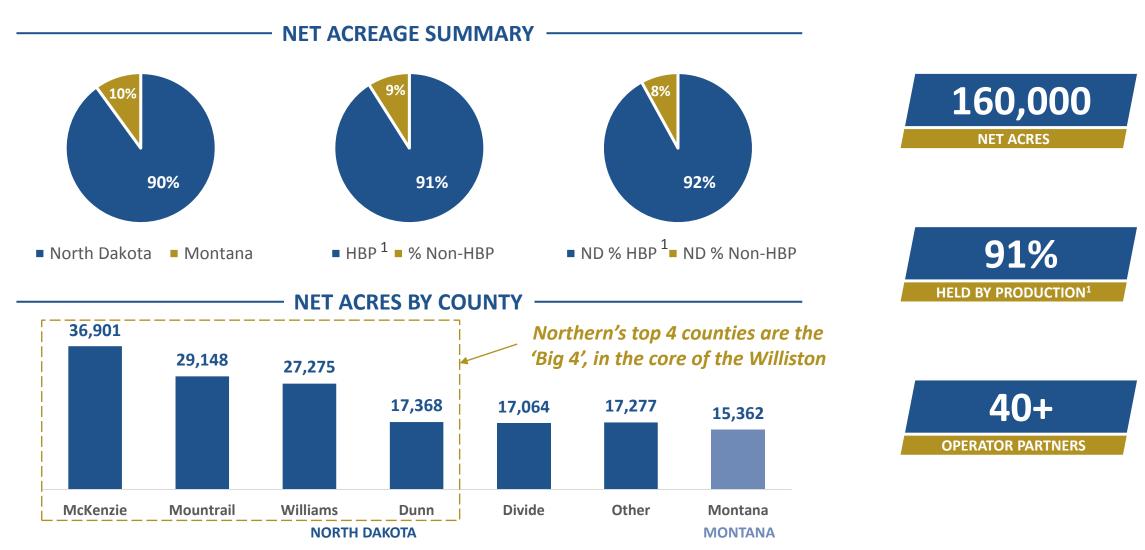
Low crude differentials and high realized gas prices, contributes to returns and cash flows

### **FOCUSED WILLISTON BASIN CORE FOOTPRINT**



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> Portfolio of high-quality acreage in the heart of the basin with interests in over 5,000 gross Bakken/Three Forks oil wells

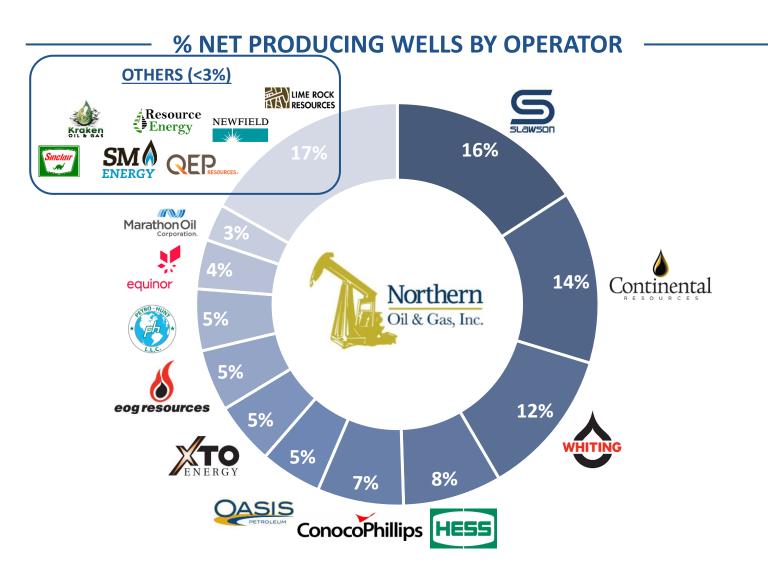


## ...WITH LEADING, TECHNICALLY STRONG OPERATORS...



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Deep operating partner relationships facilitate both organic and acquisition-based production growth opportunities



DEEP, LASTING RELATIONSHIPS
ACROSS THE BASIN...

...WITH THE HIGHEST-EFFICIENCY
OPERATING PARTNERS...

...AND EXPOSURE TO INCREMENTAL
WORKING INTEREST
OPPORTUNITIES ACROSS THEIR
PORTFOLIOS

## ...PARTICIPATING IN THE HIGHEST-QUALITY WELLS

Periot 44-20HU

Peak 30: 1.471 Boepd

The Kraken LW 13-24 1TFH

Kraken (IP: November 2018)

Peak 30: 1,844 Boepd

Renbarger Federal 24-33-1TFF

Whiting (IP: December 2018)

Peak 30: 1.742 Boepd

Klevmoen 153-95-17C-7-2H 3

Petro-Hunt (IP: September 2018)

Peak 30: 1.556 Boepd

Shakafox 4-28-21MLH

Slawson (IP: January 2019)

Peak 30: 1,324 Boepd

Radermecher 11-22H2

Continental (IP: September 2018)

Rav-Wiley 1H

Peak 30: 1.147 Boepd

Peak 30: 2,114 Boepd



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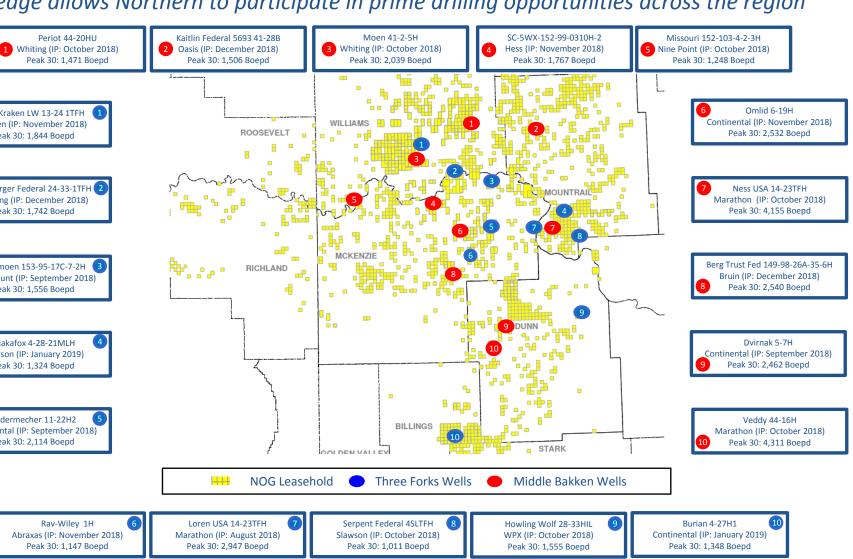
> No requirement for contiguous acreage allows Northern to participate in prime drilling opportunities across the region

>30%

Northern has participated in >30% of the wells drilled in the Williston basin



Not constrained by the need for contiguous acreage







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# BETTER CAPITAL ALLOCATION







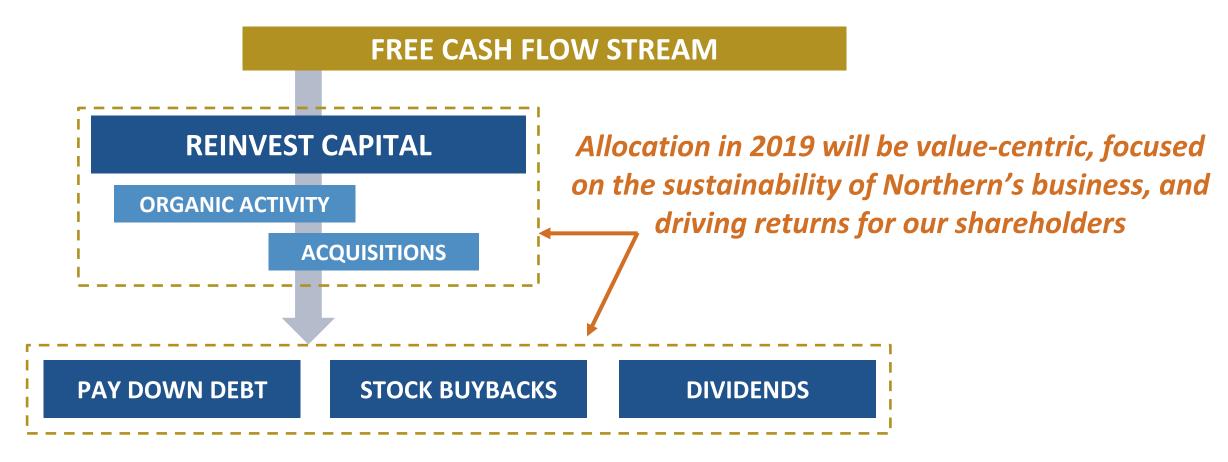


## **2019 CAPITAL ALLOCATION STRATEGY**



**NYSE American: NOG** 

> 2019 capital allocation hierarchy ensures strategic management of balance sheet through disciplined approach

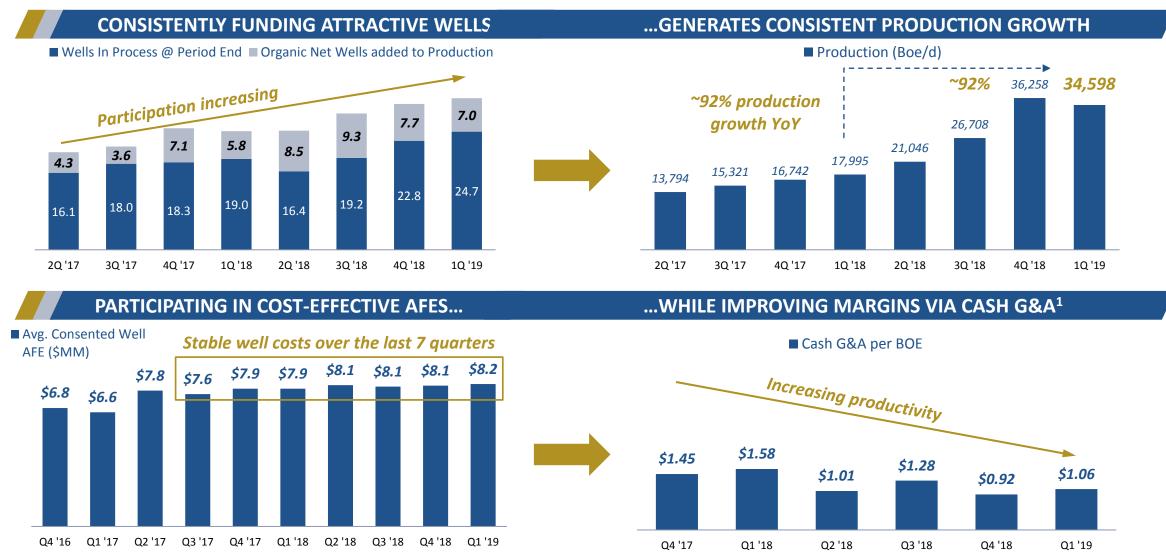


## ENHANCED RETURNS WITH DISCIPLINED CAPITAL ALLOCATION



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> Participation in the highest quality wells with stable AFE costs generates consistent production growth & higher IRRs

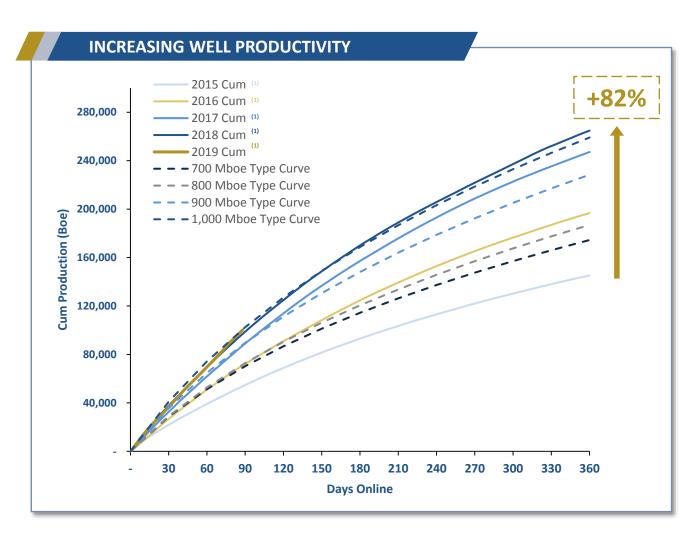


### ...YIELDING YOY IMPROVEMENTS IN WELL RECOVERY...



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> Completions technology and high-grading of well locations has led to improved well recovery across the basin





HIGHER TYPE-CURVES VS. OTHER U.S. BASINS

2019 wells inline with 2018 results

2018 wells tracking over a 1,000 Mboe EUR Type Curve

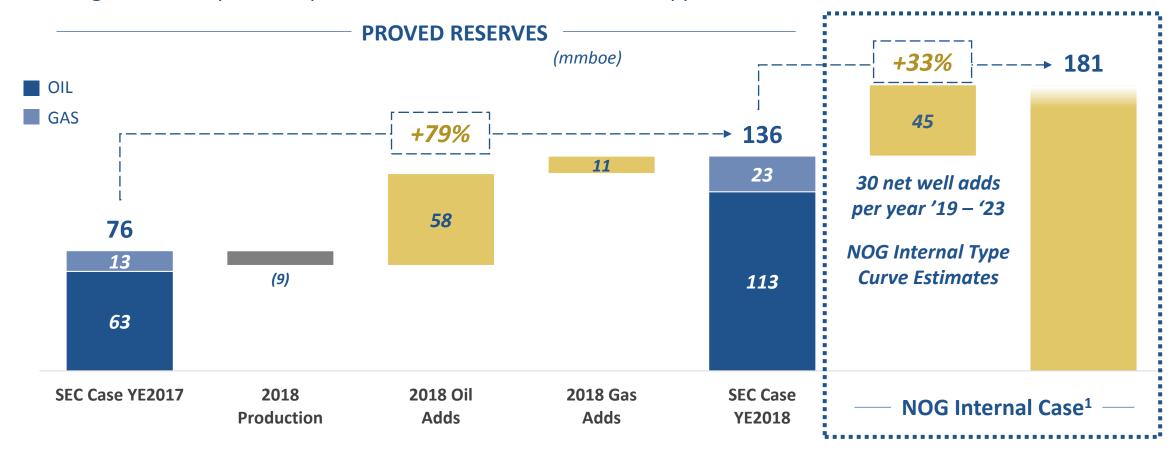
2018: 12 month cum. up 7% over 2017

## ...AND RESERVES THAT UNDERPIN VALUE PROPOSITION



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- > Participation in highest-quality wells ensures optimal exposure to high-volume regional reservoirs
  - Growing reserves across portfolio
  - Proved reserve growth of 79% YoY
  - Working Interest acquisitions provide incremental reserve access opportunities







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# BETTER LONG-TERM GROWTH POTENTIAL









## **CORE GROWTH THESIS IS SUSTAINABLE**



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> As a non-operator, NOG can be both opportunistic and strategic in its acquisition of additional acreage

### **BACKDROP**

FORCED SELLERS

AFE burdens lead to undercapitalization

PROACTIVE SOURCING

Opportunistic acquisitions across the region

STRONG RELATIONSHIPS Leveraging networks for deal flow

LACK OF BUYER COMPETITION

Limited buyer set creates "buyer's market"

### **OPPORTUNITIES**

- 1. "Ground Game" working interest additions
- 2. Tuck-in / Bolt-on Acquisitions
- 3. Consolidation of other operators' non-op interests

## POSITION ENHANCED THROUGH ACCRETIVE ACQUISITIONS



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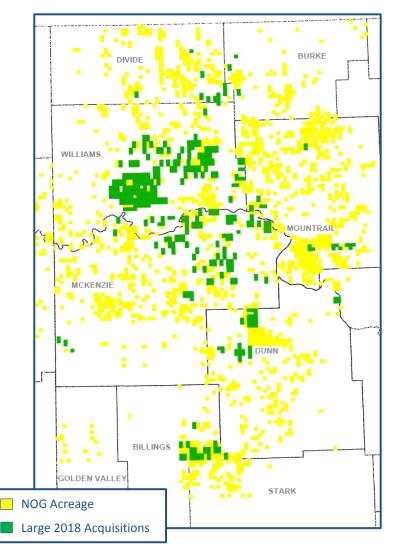
> Directing cash flow to acquisitions consistently grows Northern's position while diversifying opportunities

### Broadening inventory position in the <u>core</u> of the basin:

- Greater inventory of projects with attractive economics
- Increased reserve base
- Increased value
- Stronger foundation for continued growth

### Acquisition criteria ensure opportunities are <u>accretive</u>:

- ✓ Strengthens position as "go-to" buyer of non-op interests in region
- ✓ Leverages expertise of in-house technical team & proprietary database
- ✓ Increases drilling locations and inventory
- ✓ Accretive to per-share metrics at corporate level
- Exceeds rate-of-return hurdle rate at asset level







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# PROACTIVELY MANAGED BALANCE SHEET









### **CONTINUED BALANCE SHEET IMPROVEMENT**



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Northern's balance sheet continues to offer robust protection against market volatility

<b>,,</b>				
(In \$ millions)	As of 6/30/18	As of 9/30/18	As of 12/31/18	As of 3/31/19
DEBT:				
Cash	\$200.9	\$112.8	\$2.4	\$3.9
TOTAL DEBT	\$834.8	\$789.5	\$830.2	\$839.2
Net Debt	\$633.8	\$676.6	\$827.8	\$835.3
LIQUIDITY:				
Borrowing Base	\$400.0	\$400.0	\$425.0	\$425.0
Drawn	\$360.0	\$360.0	\$140.0	\$147.0
Available	\$40.0	\$40.0	\$285.0	\$278.0
LIQUIDITY	\$240.9	\$142.8	\$287.4	\$281.7
CREDIT METRICS:				
LQA Adjusted EBITDA <sup>(1)</sup>	\$282.2	\$391.7	\$499.5	\$419.2
LQA Interest Expense <sup>(2)</sup>	\$89.6	\$81.8	\$80.2	\$78.0
Debt / LQA EBITDA	3.0x	2.1x	1.7x	2.0x
Net Debt / LQA EBITDA	2.3x	1.8x	1.7x	2.0x
LQA EBITDA / LQA Interest Expense	3.1x	4.8x	6.2x	5.4x

Cash position deployed towards accretive M&A activity in 2018. Free cash flow from assets expected in 2019

Continue to proactively pay down debt with long-term goal to run leverage from 1.0x to 2.0x

Liquidity of ~\$282mm consists of cash & borrowing availability under revolver

<sup>1.</sup> LQA Figures for Q2, Q3 and Q4 2018 and 1Q 2019 based upon Adjusted EBITDA, a non-GAAP financial metric.

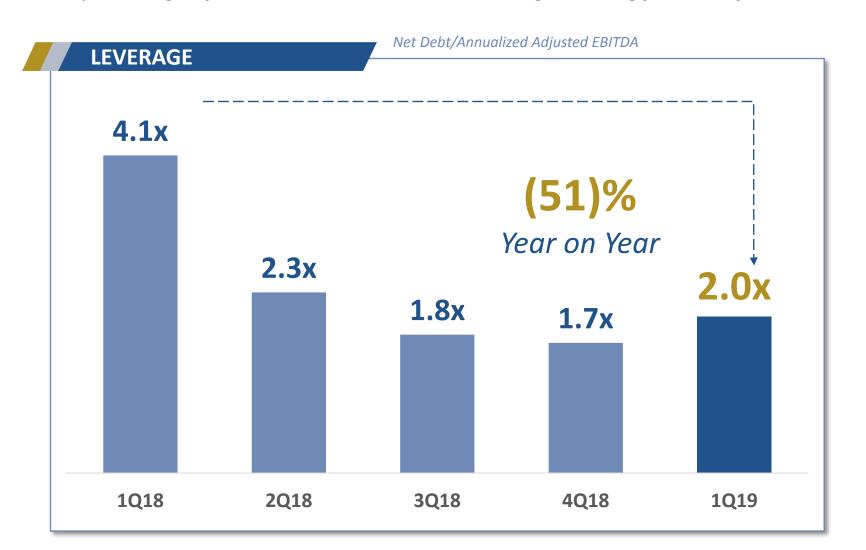
<sup>2.</sup> LQA Figures for Q2, Q3 and Q4 2018 and 1Q 2019 based upon reported interest expense.

### **HOLDING LEVERAGE AT 2.0X OR BETTER**



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Actively working to further reduce debt and continue generating free cash flow



EXPECT YE2019 LEVERAGE TO REMAIN <2.0X

METRIC WILL CONTINUE TO FALL THROUGH 2022

**EVEN IF OIL PRICES GO SUB** \$50/BBL

### ...THROUGH CLOSELY MANAGED DEBT MATURITY

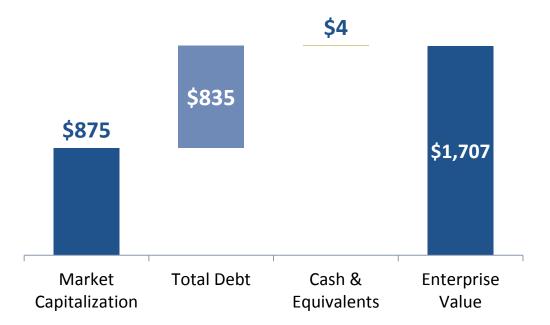


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> Enhancing cash flow to leverage liquidity position to pay down debt

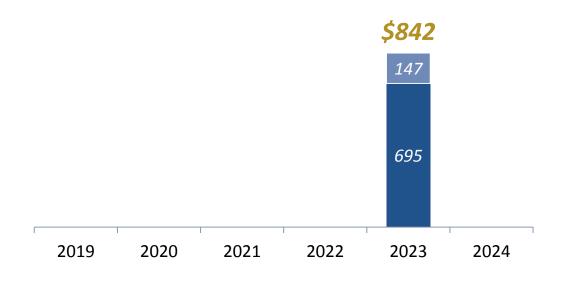
### LIQUIDITY PROFILE<sup>1</sup>

- \$282 million of liquidity as of 3/31/19<sup>(2)</sup>
- Plan to live within Free Cash Flow



### **DEBT MATURITY SCHEDULE**

- Favorable schedule
- \$695 million 8.5% Senior Secured 2L Notes due 2023
- \$147 million drawn on revolving credit facility



<sup>1:</sup> Market Capitalization as of May 6, 2019, Debt and Cash balances utilized in liquidity and Enterprise Value as of 3/31/2019. 2: Remaining availability on \$425 million reserved based lending facility less \$147 million drawn as of March 31, 2019.

## **OIL VOLUMES PROTECTED FOR MULTIPLE YEARS**



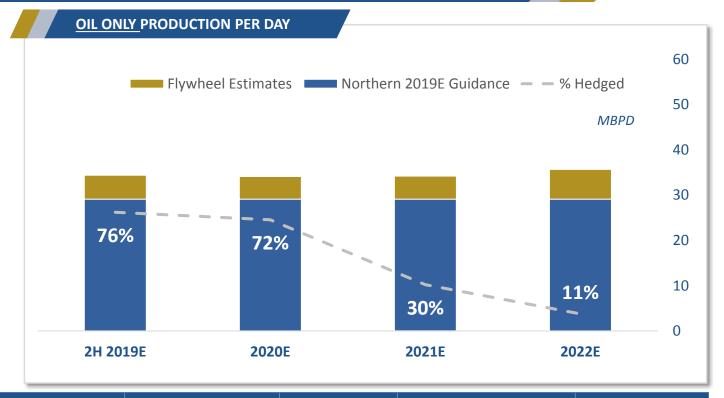
**NYSE American: NOG** 

ASSUMING RUNRATE UNCHANGED FOR 2019E STANDALONE

OIL ONLY PRODUCTION GUIDANCE

OF ~29 MBPD

# OVER \$125 MILLION OF CURRENT "IN-THE-MONEY" VALUE<sup>(2)</sup> PRO FORMA WITH FLYWHEEL



	2Q 2019E	2H 2019E	2020E	2021E	2022E
Pro Forma Hedged Oil Production (mbpd)	21,176	26,206	24,546	10,208	3,761
Average Hedge Price	\$63.01	\$62.00	\$58.65	\$56.25	\$52.57
Current WTI Strip <sup>(1)</sup> (\$mm)	\$59.25	\$52.80	\$52.06	\$51.19	\$50.90
Difference vs Strip (\$mm)	\$3.76	\$9.21	\$6.59	\$5.06	\$1.67
Current "In-the-Money" Value <sup>(2)</sup> (\$mm)	\$7.2	\$44.4	\$59.0	\$18.9	\$2.3

Note: Production based on midpoint of Northern's current standalone guidance plus forecast Flywheel volumes as published on April 22, 2019.

<sup>(1)</sup> Source: Bloomberg Financial as of 5/31/2019

<sup>(2)</sup> Estimate based on current WTI strip as of 5/31/2019. Realized mark-to-market and settled values of hedges may differ materially. For illustrative purposes only.

## **ONGOING POLICY OF RISK MANAGEMENT**



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> Northern continues to execute a strategy designed to safeguard returns during a commodity downcycle

CRUDE OIL DERIVATIVE BASIS SWAPS (1)		(1)	NORTHERN STAND	ALONE	PRO FORMA WITH FLYWHEEL		
	Contract Period	Barrels Per Day	Volumes (Bbls)	Weighted Average Price (\$/Bbl)	Barrels Per Day	Volumes (Bbls)	Weighted Average Price (\$/Bbl)
2019	Q2-Q4	10,330	2,841,000	(\$2.42)	10,330	2,841,000	(\$2.42)
CRUDE OIL	DERIVATIVE PRICE SWAPS	5					
	Contract Period	Barrels Per Day	Volumes (Bbls)	Weighted Average Price (\$/Bbl)	Barrels Per Day	Volumes (Bbls)	Weighted Average Price (\$/Bbl)
2019:							
	Q2	21,176	1,927,000	\$63.01	21,176	1,927,000	\$63.01
	Q3	22,364	2,057,480	\$62.93	26,418	2,430,444	\$61.89
	Q4	22,150	2,037,800	\$63.15	25,994	2,391,411	\$62.12
2020:							
	Q1	21,550	1,961,050	\$60.22	25,023	2,277,078	\$59.31
	Q2	21,800	1,983,800	\$59.35	25,689	2,337,659	\$58.62
	Q3	21,050	1,936,600	\$59.29	24,439	2,248,372	\$58.61
	Q4	19,390	1,783,880	\$58.74	23,056	2,121,139	\$58.02
2021:							
	Q1	11,830	1,064,700	\$58.67	14,778	1,330,050	\$57.16
	Q2	10,650	969,150	\$59.63	13,450	1,223,958	\$57.85
	Q3	3,750	345,000	\$55.28	6,418	590,410	\$53.53
	Q4	3,750	345,000	\$55.28	6,321	581,506	\$53.57
2022:							
	Q1	2,500	225,000	\$55.03	5,042	453,780	\$53.07
	Q2	1,000	91,000	\$55.08	3,432	312,280	\$52.30
	Q3	1,000	92,000	\$55.08	3,332	306,576	\$52.33
	Q4	1,000	92,000	\$55.08	3,263	300,230	\$52.35





**NYSE American: NOG** 

# GENERATING BETTER PERFORMANCE

## **2018 DELIVERED BEYOND OUR PLAN**



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> Execution of strategic priorities through 2018 and into 2019 supported by unique non-operator flexibility

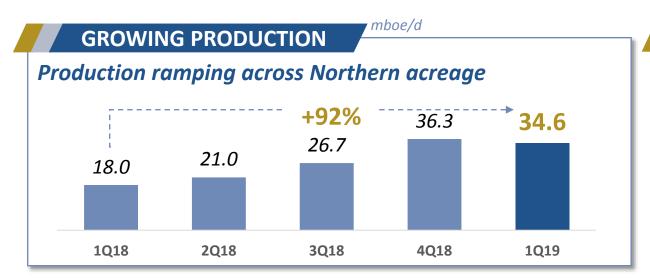
### **STRATEGY FY2018 STATUS** Participated in more wells than prior year **CAPTURE OPPORTUNITIES** Organic and acquisition growth expectations achieved Production volumes up 92% Q1 2019 vs Q1 2018 **GROW PRODUCTION** Exceeded production goals ahead of year end EBITDA growth continues across reporting periods **ENHANCE REVENUE** Supported by participation highest return wells at lowest costs Executing on hedging program STRENGTHEN BALANCE SHEET Reduced debt metrics to fortify balance sheet Growing free cash flow facilitates returning capital to RETURN VALUE TO SHAREHOLDERS shareholders

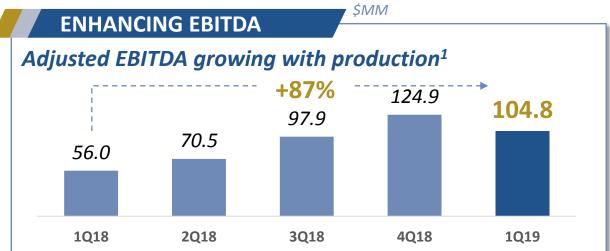
## **1Q19 & YE 2018: BUSINESS UPDATE**

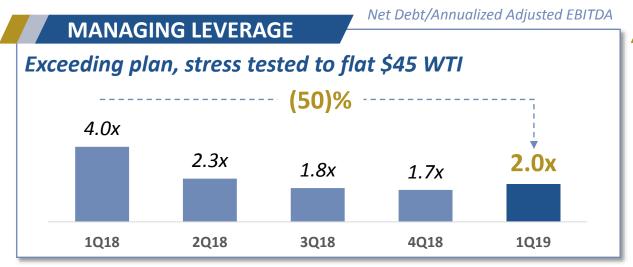


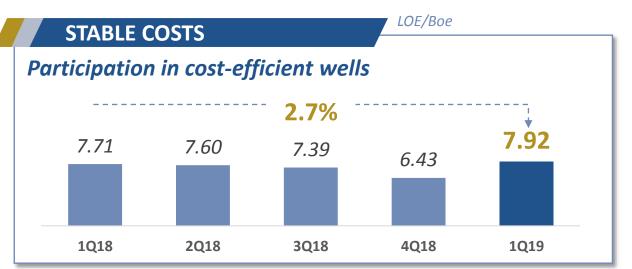
**NYSE American: NOG** 

Non-operated model continues to demonstrate measured growth with improving capital discipline to drive returns









## ALIGNED WITH THE SHAREHOLDER LIKE NO OTHER E&P



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> Northern is focused on what it means to be accountable to the shareholder

### TYPICAL E&P PEER

- \$3.00 Cash G&A per Barrel
- Insider & Management Ownership of ~5.0%
- Stock only a portion of Incentive Compensation
- Executive Officer Incentive Cash Comp of peer set averages >90% of Salary

### **Typical Incentive Targets:**

- Compensation given in % of targets reached
- Relative Performance to hand-selected peer set
- Production growth regardless of returns

### **NORTHERN**

- √ ~\$1.06 Cash G&A in 1Q2019
- ✓ Insider and Management Ownership of 27.6%
- ✓ Stock is 100% of Incentive Compensation
- Executive Officer Incentive Cash Comp is \$0

### **Northern's Incentive Targets:**

- ✓ <u>Targets must be met or incentive compensation is forfeited</u>
- ✓ 50% Absolute Stock Performance top tier target at double average returns for S&P 500
- ✓ 50% Debt-adjusted cash flow per share growth targets based on budget

### **OUTPERFORMING GUIDANCE**



36

**NYSE American: NOG** 

➤ 2018 was another year executing on our disciplined plan to meet guidance

	2018 GUIDANCE	2018 ACTUALS	2019 GUIDANCE RANGE
PRODUCTION			
Avg. Daily Prod. (Boepd)	23,650 - 24,250	25,555	35,000 – 36,000
% Oil	84%	84%	~ 82%
% Nat Gas	16%	16%	~ 18%
INCOME STATEMENT (\$/BOE)			
Differential to WTI	(\$5.00) - (\$6.00)	(\$7.12)	(\$4.50 ) – (\$6.50)
Lease Operating Expense	\$7.50 - \$8.50	\$7.15	<i>\$6.75 - \$7.75</i>
G&A Cash	\$1.25 - \$1.38	\$1.15	<i>\$1.00 - \$1.25</i>
G&A Non-Cash	\$0.25 - \$0.50	\$0.42	~ \$0.50
Prod. Taxes (% Rev.)	9.3%	9.2%	~ 9.1%
CAPITAL EXPENDITURES (\$MM)			
Total Development Capital	\$186 - \$202	\$260.9	<i>\$227 - \$260</i>
M&A and Other Capex	\$500+	\$587.6	\$20 - \$2 <b>5</b>
WELL ACTIVITY			
Net Organic Well Additions	24 - 28	31.2	28 – 32

## ACHIEVED 2018 GUIDANCE ACROSS KEY METRICS

## MEASURED PRODUCTION GROWTH IN 2019

~30 ORGANIC NET WELL ADDITIONS IN 2019<sup>1</sup>

PROJECT ~39% YOY INCREASE IN PRODUCTION<sup>1</sup>

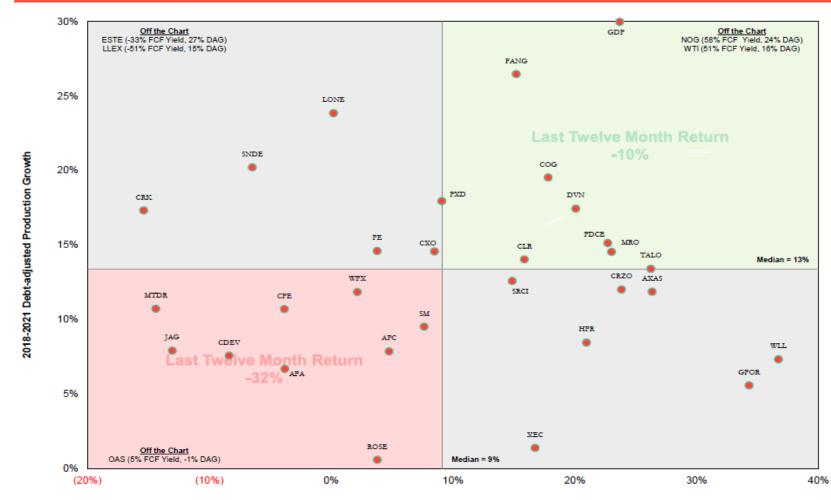
1. Mid-point of 2019 guidance

## **SHOWING UP IN FREE CASH FLOW ESTIMATES**



**NYSE American: NOG** 

### Debt-adjusted Production Growth vs. FCF Yield



## FREE CASH FLOW YIELD OF 58%

## DEBT ADJUSTED PRODUCTION GROWTH OF 24%

2019-2021 Cumulative Free Cash Flow Yield by Market Cap

### **COMPELLING UNDERVALUED OPPORTUNITY**



**NYSE American: NOG** 

**UPGRADE** 

### Northern Oil and Gas, Inc. (NOG)

Please don't forward - Exclusive use: Jordan.Levy@SunTrust.com

SunTrust ROBINSON HUMPHREY

↑ Hold to Buy

2019E Prod. (Mboepd)

Price (May 23, 2018)

52-Wk Range

ADTV

Market Cap (\$M)

Shares Out (M)

EBITDA (\$M)

Enterprise Value (\$M)

Short Interest Ratio/% Of Float

Price Target: \$4.00

To From

25

\$2.91-\$0.65

1,877,760

266.1

17.7%

48.7%

\$89.0

\$1,607.8

\$716

Northern Oil and Gas, Inc. (NOG)



Buy

Price Target: \$5.00

### Financial Strength to Take Advantage of Play Prices & Volumes; Upgrade to BUY

Upgrade to Buy: Increase Price Target to \$4 from \$2

#### What's Incremental To Our View

Northern has gone through some painful processes as part of its reorganization with the company accomplishing all stated goals. We now forecast leverage of 2.7x EV/2018 EBITDA versus over 7.0x last year. We project 68% earnings growth this year and 37% next year driven by notably large recent and likely upcoming Bakken well results coupled with strong Bakken differentials that cause regional prices to be nearly the same as NYMEX versus "13% less in the Midland Basin. We believe Northern is an ideal non-Permian name to consider

#### Increase Price Target to \$4 from \$2

Northern continues to use its strong Williston relationships to make its nonoperated status work. While there will always be some uncertainly around spending given the nature of operations, the improvement in the region has resulted in much more stable AFE requests along with much shorter spud to production times also helping cash flow. The company has been able to take advantage of relationships by not only continuing to partner with some of the best operators (Northern's largest operators are CLR - Buy, WLL - Buy, MRO - NR), but Northern has been able to increase working interest such as its position in Continental's Burr Federal 16-well monster pad which we estimate NOG could have a ~15% WI in (higher than historical WI). We increase our price target to \$4.00 from \$2.00 with our new target derived from a 2019E EV/ EBITDA multiple of 5.1x (5.0x prior and 6.0x peer group average) applied to our 2019E EBITDA of \$338MM (\$256MM prior and Street \$279MM).

#### Positioned to Take Advantage of Enhanced Bakken Performance

Given recent financing transactions, Northern is now situated to take full advantage of its nearly 150K net Bakken acres where the company continues to take increasing working interest in some of the largest projects out of the basin. Along with CLR's Burr Federal 16-well Bakken project, MRO continues to bring on record setting wells, with 5 recent wells achieving initial test rates above 6,500bopd in 2018 alone which we expect NOG could have working interest in given its historical participation in MRO wells. On average, 2017 wells in the Bakken have outperformed 2015 wells by 40+%, and are demonstrating the highest cumulative oil volumes on average in the first year of any of our covered basins. Additionally, many Bakken wells are now producing ~70-80mbo in the first month vs. prior company estimates of ~75mbo in the first 3 months.

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Cash And Equivalents Total Debt

#### \$30 \$31 \$36 \$51 \$53 \$62 \$77 \$51 \$53 \$82 \$84 \$338 10 9x Consensus EBITDA (\$M) CY **EPS** CY P/E

EPS Adju	isted						
CY	\$0.14	\$0.34	\$0.30	\$0.39	\$0.32		
P/E	19.2x	7.9x		6.9x			
Production (Mboe)							
FY FYE Dec (mboepd)	15	20	19	25	22		

### 1Q19 A Slight Miss But FCF+ In Sight For FY2019

#### What's Incremental To Our View

RECAP

Northern's notable asset size and financial strength among other improvements positively position the company as evident on Friday's 1Q19 release that included guarterly FCF of \$13mm (FCF+ at \$40+). Internal and external growth continue as higher working interest Bakken well results improve and the Company continues to find multiple ground game acquisitions with high IRRs. Northern is completing its Flywheel acquisition with updated guidance in 2Q19. We believe the share price should notably improve given the broader scale and continued FCF.

#### Reiterate \$5 Price Target Reflecting 2x Upside

Northern reported a weaker than expected 1Q19 due to lower realized gas and NGL prices, along with a cold winter slowing early 1Q19 production. The Company came up short on revenues, EBITDA and CAPEX versus STRH/ Street estimates. However, Northern beat versus STRHe/street estimated production and the company raised its 2019 production guidance while maintaining its midpoint CAPEX guidance of \$266MM. We are currently modeling a slight possible outspend in 2019 with a 1H19 weighted spend. Following the recent acquisition of the Flywheel assets (not included in its production guidance), we believe Northern is poised for positive FCF growth in 2H19. The company continues to keep its conservative hedging strategy in place with >50% of its production hedged throughout FY2019. We reiterate our \$5 PT derived by an EV/2020EBITDA multiple of 4.5x (4.6x prior and 4.5x peer group average) applied to our 2020 estimated EBITDA of \$613mm (\$522mm prior and \$577mm Street consensus). While we wait on pro-forma guidance following the close of the Flywheel acquisiton, we anticipate potential upside to our current estimates upon closing given potential prospects from the

With 90,000+ acres in what we consider to be the top three counties in the Williston, Northern continues to participate in most of the top wells reported in the Basin such as Marathon's recent Ness USA 14-23FTH Middle Bakken wells that had a 30day peak IP of 4,155 Boepd. We forecast Northern will continue pay down its debt with the company announcing it hopes to refinance its outstanding notes prior to their May 2020 expiration. The Company ended the quarter with Net Debt to EBITDA of 1.8x and we are currently modeling average Net Debt to EBITDA of 1.3x in 2020. Furthermore, we believe NOG could begin to pay a dividend as soon as next year as FCF generation remains the focus and returns to shareholders a priority. We are currently modeling the company to generate \$133mm of FCF excluding acquisitions in 2019 and \$168mm next year.

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### SEE PAGE 5 FOR REQUIRED DISCLOSURE INFORMATION

Price (May 10, 2019)	\$2.26
52-Wk Range	\$4.33-\$1.95
Market Cap (\$M)	\$839
ADTV	3,434,884
Shares Out (M)	371.4
Short Interest Ratio/% Of Float	11.0%
TR to Target	121.2%
Enterprise Value (\$M)	\$1,565.7

Cash And Equivalents (\$M)	\$113.0
Total Debt (\$M)	\$839.2

	2018A	2019	9E	2020E			
		Curr.	Prior	Curr.	Prior		
EBITDA	(\$M)						
1Q	\$56	\$92A	\$115	\$149	\$128		
2Q	\$70	\$120	\$123	\$147	\$128		
3Q	\$98	\$150	\$130	\$155	\$134		
4Q	\$123	\$160	\$139	\$162	\$140		
FY	\$347	\$522	\$507	\$613	\$530		
EV/ EBITDA	4.5x	3.0x		2.6x			
Consens	sus EBITE	A (\$M)					
FY	\$348	\$525		\$577			
EPS							
FY	\$0.63	\$0.50	\$0.52	\$0.63	\$0.58		
P/E	3.6x	4.5x		3.6x			
Production (Mboe)							
(mboeps		39	35	45	39		

### EBITDA ESTIMATE UP 54%

### PRODUCTION GROWTH UP 56%

### **TARGET PRICE UP** 150%

**EV/EBITDA MULTIPLE DOWN** 38%, TARGET MULTIPLE **DOWN 10%** 

### WHY NORTHERN OIL & GAS?



**NYSE American: NOG** 

# NON-OPERATOR FLEXIBILITY

➤ Unique model provides capital flexibility & discipline, levers Northern's experience and relationships in the region

# GROWING ORGANIC ACTIVITY

➤ Basin and Northern acreage activity robust, growing scale increases exposure to working interest opportunities

# **ACCRETIVE ACQUISITIONS**

> Acquisitions in the core of the play are accretive to cash flow and future core drilling locations

**PAYING DOWN DEBT** 

> Actively working to strengthen balance sheet and improve leverage metrics

SHAREHOLDER RETURNS

➤ Limited stock buyback underway, exploring future payment of dividends

## **DIFFERENTIATED E&P PLATFORM**



**NYSE American: NOG** 



OIL-LEVERED WILLISTON BASIN PRODUCER



DISCIPLINED CAPITAL ALLOCATION & RETURNS



PROACTIVELY MANAGED BALANCE SHEET



VISIBLE LONG-TERM GROWTH POTENTIAL





**NYSE American: NOG** 

## **APPENDIX**

## **HISTORICAL OPERATING & FINANCIAL INFORMATION**



**NYSE American: NOG** 

HISTORICAL OPERATING INFORMATION		YEAR ENDED DECEMBER 31,								
	<u>2014</u>	<u>2015</u>	<u>2016</u>	2017	2018		Q1 2019			
PRODUCTION										
Oil (MBbls)	5,150.9	5,168.7	4,325.9	4,537.3		7,790.2		2,541.2		
Natural Gas and NGLs (Mmcf)	3,682.8	4,651.6	4,026.9	5,187.9		9,224.8		3,435.8		
Total Production (Mboe)	5,764.7	5,944.0	4,997.1	5,402.0		9,327.6	3,113			
REVENUE										
Realized Oil Price, including settled derivatives (\$/bbl)	\$ 77.70	\$ 68.94	\$ 49.44	\$ 45.92	\$	57.78	\$	53.58		
Realized Natural Gas and NGL Price (\$/Mcf)	6.38	1.60	1.82	3.74		4.74		2.64		
Total Oil & Gas Revenues, including settled derivatives (millions)	\$ 423.7	\$ 363.7	\$ 221.2	\$ 227.7	\$	471.0	\$	145.2		
Adjusted EBITDA (millions) <sup>(1)</sup>	\$ 309.6	\$ 277.3	\$ 148.5	\$ 144.7	\$	349.3	\$	104.8		
KEY OPERATING STATISTICS (\$/Boe)										
Average Realized Price	\$ 73.51	\$ 61.19	\$ 44.27	\$ 42.16	\$	50.50	\$	46.64		
Production Expenses	9.66	8.77	9.14	9.21		7.15		7.92		
Production Taxes	7.58	3.63	3.10	3.81		4.86		4.02		
General & Administrative Expenses-Cash	2.57	2.15	2.31	2.38		4.15		1.06		
Total Cash Costs	\$ 19.81	\$ 14.55	\$ 14.55	\$ 15.40	\$	13.16	\$	13.00		
Operating Margin (\$/Boe)	\$ 53.70	\$ 46.64	\$ 29.72	\$ 26.76	\$	37.34	\$	33.64		
Operating Margin %	73.1%	76.2%	67.1%	63.5%		73.9%		72.1%		

HISTORICAL FINANCIAL INFORMATION (\$'S IN MILLIONS)	YEAR ENDED DECEMBER 31,								
	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	Q1 2019			
ASSETS									
Current Assets	\$ 226.0	\$ 128.8	\$ 46.9	\$ 152.8	\$ 228.4	\$ 126.5			
Property and Equipment, net	1,761.9	589.3	376.2	473.2	1,202.7	1,240.7			
Other Assets	38.8	15.8	8.4	6.3	72.5	28.6			
Total Assets	\$ 2,026.7	\$ 733.9	\$ 431.5	\$ 632.3	\$ 1,503.6	\$ 1,395.8			
LIABILITIES									
Current Liabilities	\$ 285.7	\$ 78.1	\$ 77.4	\$ 123.6	\$ 231.5	\$ 226.1			
Debt	806.1	847.8	832.6	979.3	830.2	839.2			
Other Long-Term Liabilities	164.0	5.6	8.9	20.2	12.0	17.7			
Stockholders' Equity (Deficit)	770.9	(197.6)	(487.4)	(490.8)	429.9	312.8			
Total Liabilities & Stockholders' Equity (Deficit)	\$ 2,026.7	\$ 733.9	\$ 431.5	\$ 632.3	\$ 1,503.6	\$ 1,395.8			
CREDIT STATISTICS									
Adjusted EBITDA (Q1 2019 annualized)	\$ 309.6	\$ 277.3	\$ 148.5	\$ 144.7	\$ 349.3	\$ 419.2			
Secured Debt	\$ 298.0	\$ 150.0	\$ 144.0	\$ 287.4	\$ 835.1	\$ 840.0			
Total Debt	\$ 806.1	\$ 835.3	\$ 832.6	\$ 979.3	\$ 835.1	\$ 843.9			
Secured Debt/Adjusted EBITDA	1.0x	0.5x	1.0x	2.0x	2.4x	2.0x			
Total Debt/Adjusted EBITDA	2.6x	3.0x	5.6x	6.8x	2.4x	2.0x			

## **NON-GAAP RECONCILIATIONS**



**NYSE American: NOG** 

	2014		2015		2016		2017		2018	
Net Income (Loss)	\$	163,746	\$	(975,355)		293,494)	\$	(9,194)	\$	143,68
Add:	•	*	•				•			,
Interest Expense		42,106		58,360		64,486		70,286		86,00
Income Tax Provision (Benefit)		99,367		(202,424)		(1,402)		(1,570)		(5
Depreciation, Depletion, Amortization and Accretion		172,884		137,770		61,244		59,500		119,78
Impairment of Oil and Natural Gas Properties		-		1,163,959		237,013		-		113,77
Non-Cash Share Based Compensation		2,759		6,273		3,182		6,107		3,87
Write-off of Debt Issuance Costs		2,733		0,273		1,090		95		3,01
Loss on the Extinguishment of Debt						1,090		993		173,43
		-		-		-		993		173,43
Debt Exchange Derivative Loss (Gain)		-		-		-		-		
Contingent Consideration Loss (Gain)		-		-		-		-		28,96
Financing Expense		-		-				-		88
(Gain) Loss on the Mark-to-Market of Derivative Instruments		[171,276]		88,716		76,347		18,443		(207,89
Adjusted EBITDA	\$	309,586	\$	277,299	\$	148,466	\$	144,660	\$	349,28
ADJUSTED EBITDA BY QUARTER (IN THOUSANDS)										
	<u>1Q18</u>		2Q18		3Q18		4Q18		1Q19	
Net Income (Loss)	\$	2,965	\$	(96,547)	\$	18,979	\$	218,292	\$	(107,16
Add:										
Interest Expense		23,107		22,403		20,438		20,057		19,54
Income Tax Provision (Benefit)		-		· -		-		(55)		,
Depreciation, Depletion, Amortization and Accretion		18,631		22,596		30,258		48,295		45,13
Non-Cash Share Based Compensation		(886)		1,325		1,535		1,903		2,75
Loss on the Extinguishment of Debt		-		90,833		9,542		73,055		_,,,
Debt Exchange Derivative Gain		_		-		(13,063)		13,661		(6,28
Contingent Consideration Loss (Gain)						(13,003)		28,968		(1,39
Financing Expense						_		884		(1,33
(Gain) Loss on the Mark-to-Market of Derivative Instruments		12,141		29,936		30,225	1.	280,195)		152,16
Adjusted EBITDA	<u> </u>	55,958	\$	70,546	\$	97,914		124,865	\$	104,76
•	*		*		*		· ·		<u> </u>	
Other Non-GAAP Metrics by Quarter (IN THOUSANDS)										
Cash General and Administrative Expense	<u>1Q18</u> \$	2,553	<b>2Q18</b> \$	1,927	<u>3Q18</u> \$	3,139	<u>4Q18</u> \$	3,073	<u>1Q19</u> \$	3,29
Non-cash General and Administrative Expense	<b>Y</b>	(886)	Į.	1,324	Ý	1,535	Ý	1,903	Y	2,75
•	\$		\$		Ś		Ś		\$	
Total General and Administrative Expense	\$	1,667	<b>&gt;</b>	3,251	\$	4,674	\$	4,976	\$	6,05
Net Production (Boe)		1,620		1,915		2,457		3,336		3,11
Cash General and Administrative Expense per Boe	\$	1.58	\$	1.01	\$	1.28	\$	0.92	\$	1.0
Non-cash General and Administrative expense per Boe	\$	(0.55)	\$	0.69	\$	0.62	\$	0.57	\$	0.8
Total Principal Balance on Long-term Debt	\$ 1	.,000,000	Ś	853,839	¢	807,091	¢	835,140	Ś	843,87
Less: Cash and Cash Equivalents	, , , , , , , , , , , , , , , , , , ,	(89,473)	Ų	(200,924)		12,966)	,	(2,358)	Ą	(3,94

