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#### **Chart Watch**

- Oil prices fell further on the week
- 7 The WTI-WCS differential remains narrow
- 17 Storage built last week by 3.3 MMB
- 19 Refinery utilization is well above typical
- 21 The US oil rig count rose for the 21st week

Spot WTI Crude	Edmonton Light	Spot Henry Hub	Spot AECO	Spot AECO Basis	Currency
\$US/B	\$US/B	\$US/MMBtu	\$Cdn/GJ	\$US/MMBtu	\$US/\$Cdn
45.83 ↓	43.04 ↓	2.98 ↑	2.64 个	0.91 ↑	0.7425 个

90

80

Jun-16



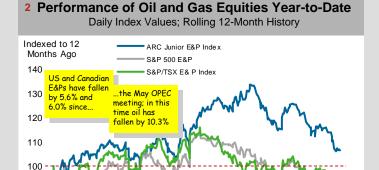
Broad market indices are one the many vital signs measuring the health of the economy. Energy demand is a function of economic health.

Source: Bloomberg, ARC Financial Corp.

#### 3 Oil & Gas Service Equities Year-to-Date Daily Index Values; Rolling 12-Month History Indexed to 12 Philadelphia Service Index Months Ago PSAC Cana dian In dex 160 Since the May OPEC meeting ...while Canadian 140 are down 7.7% service co's are 120 100 80 60 Jun-16 Aug-16 Oct-16 Dec-16 Feb-17 Apr-17 Jun-17

The performance of Canadian oil and gas service equities are plotted in tandem with the corresponding US index.

Source: Bloomberg, Petroleum Services Association of Canada



Performance of Canadian and US oil & gas equities are compared against each other.

Dec-16

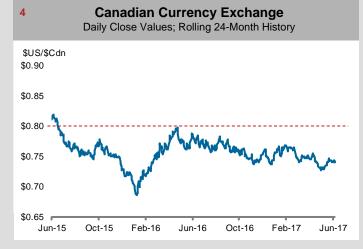
Feb-17

Apr-17

Oct-16

Source: Bloomberg, ARC Financial Corp.

Aug-16



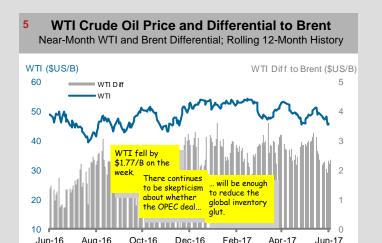
Much of Canada's oil and gas production is sold in US dollars. As such, the exchange rate significantly impacts corporate revenues and profits.

Source: Bloomberg

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**Crude Oil** 



North American crude oil prices can sometimes disconnect from global prices depending on regional supply and demand dynamics.

Feb-17

Apr-17

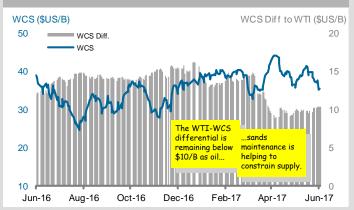
Jun-17

Source: Bloomberg

Aug-16

Jun-16

### Canadian Heavy Oil Price Differential to WTI Western Canadian Select (WCS) Differential; Rolling 12-Month History



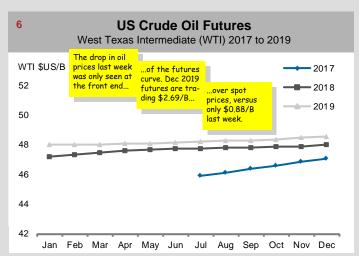
Canadian heavy crude oil differentials are becoming less volatile with growing access to new markets via pipeline and rail.

Source: Bloomberg

## Ratio of Long to Short Contracts - WTI Managed Money - Futures and Options Long:Short Net WTI longs 14 held by managed money rose last 12 week, driven... ...by a 6.4% gain in long positions 10 8 6 Jun-15 Sep-15 Dec-15 Mar-16 Jun-16 Sep-16 Dec-16 Mar-17

This represents the relative bullishness of money managers on the price of oil in the United States.

Source: Bloomberg, U.S. Commodity Futures Trading Commission



Forward prices for WTI are plotted against months in the calendar year. Years are distinguished by color and symbol coding.

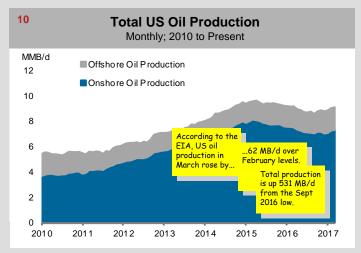
Source: Bloomberg

### 8 Canadian Light Crude Oil Price Differential to WTI WTI and Edmonton Light differential; Rolling 12-Month History



The differential should reflect the transportation cost from Alberta to Cushing. Greater discounts can result from infrastructure or refinery outages.

Source: Bloomberg

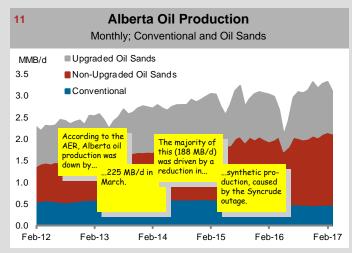


The advancement of drilling and completion methods boosted US crude oil production, prior to the downturn in prices.

Source: Bloomberg, U.S. Energy Information Administration

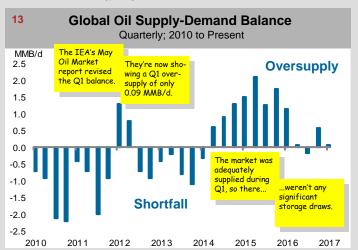


Crude Oil



Most of Canada's oil production comes from Alberta; split between oil sands and conventional production.

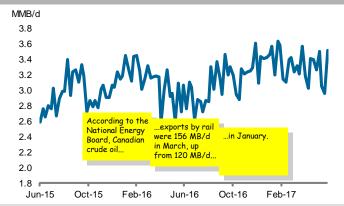
Source: Alberta Energy Regulator



Negative numbers indicate a global crude shortfall, while positive numbers indicate an oversupply.

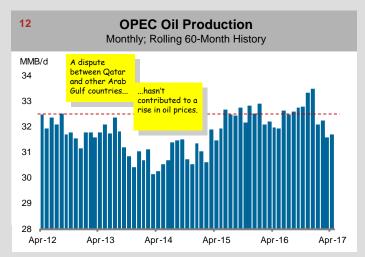
Source: International Energy Agency





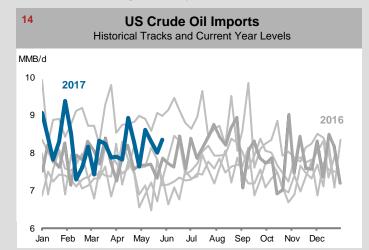
Crude oil imports from Canada are taking market share from overseas imports.

Source: U.S. Energy Information Administration



OPEC's production levels relative to its sustainable and spare capacity influences global crude prices.

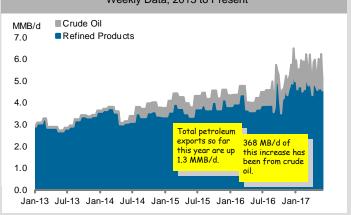
Source: Petroleum Intelligence Weekly



Prior to the downturn, growing domestic supply was displacing crude oil imports. Crude oil imports for the current year are in blue.

Source: U.S. Energy Information Administration

## 16 US Exports of Crude Oil and Refined Products Weekly Data; 2013 to Present

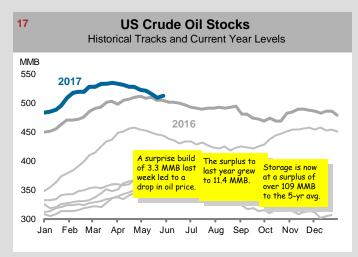


The US exports more refined products than crude oil. If/when tight oil growth resumes, most export growth should come from crude oil exports.

Source: U.S. Energy Information Administration

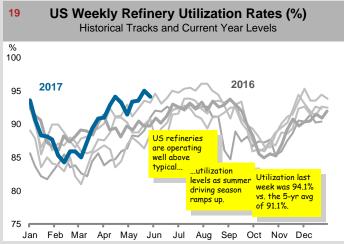


**Crude Oil** 



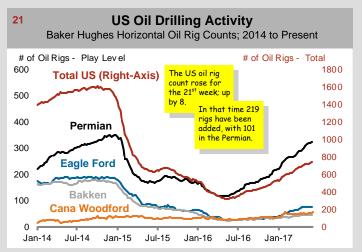
US crude oil stock levels can affect crude oil prices. Stock levels for the current year are represented by the blue line.

Source: U.S. Energy Information Administration



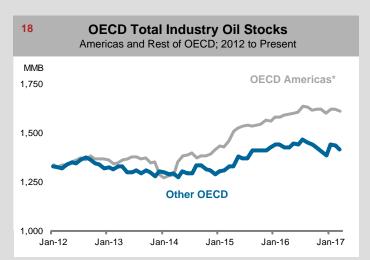
Refinery utilization rates change the supply of refined products, impacting price. Utilization for the current year is blue.

Source: U.S. Energy Information Administration



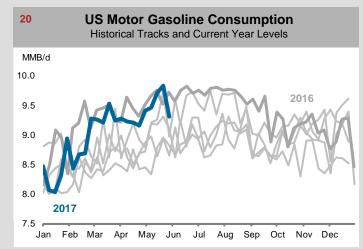
Tracking US oil drilling by major play provides insight into the composition of US oil supply and growth trends.

Source: Baker Hughes



Global oil stock levels can affect crude oil prices \*Includes U.S. (~90%), Canada, Mexico and Chile.

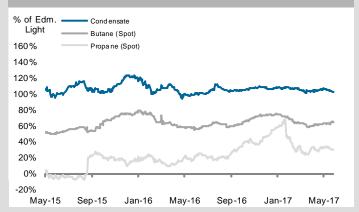
Source: International Energy Agency



Gasoline consumption accounts for almost half of all oil use in the US. Gasoline consumption for the current year is represented by the blue line. Source: U.S. Energy Information Administration

## Daily NGL Prices as a % of Edmonton Light

Propane & Butane Spot Prices at Edmonton, AB

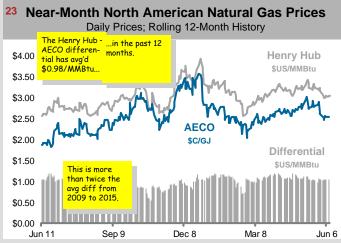


Natural gas liquids have become critical contributors to producer's cash flow. Prices are influenced by the price of oil as well as local supply and demand.

Source: Bloomberg, ARC Financial Corp.



Natural Gas



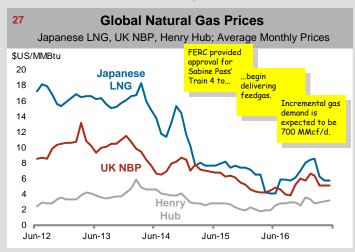
Near-month prices at AECO track Henry Hub prices, the exchange rate and the cost of transportation. Local factors can also affect price.

Source: Bloomberg



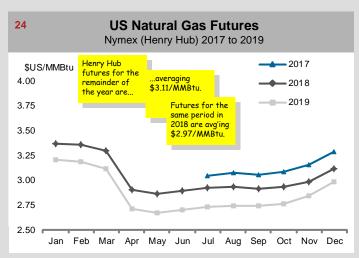
This represents the relative bullishness of money managers on the price of natural gas in the United States.

Source: U.S. Commodity Futures Trading Commission



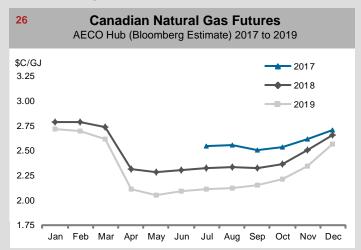
International natural gas prices strongly impact the economics of proposed LNG projects.

Source: Bloomberg, Japanese Ministry of Economy, Trade and Industry



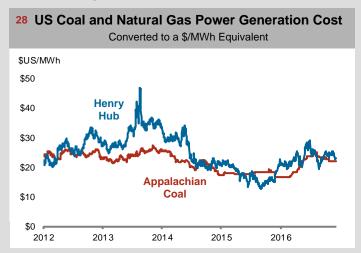
Forward contract prices are plotted against months in the calendar year. Years are distinguished by color and symbol coding.

Source: Bloomberg



AECO forward prices mimic Henry Hub futures plus a differential

Source: Bloomberg

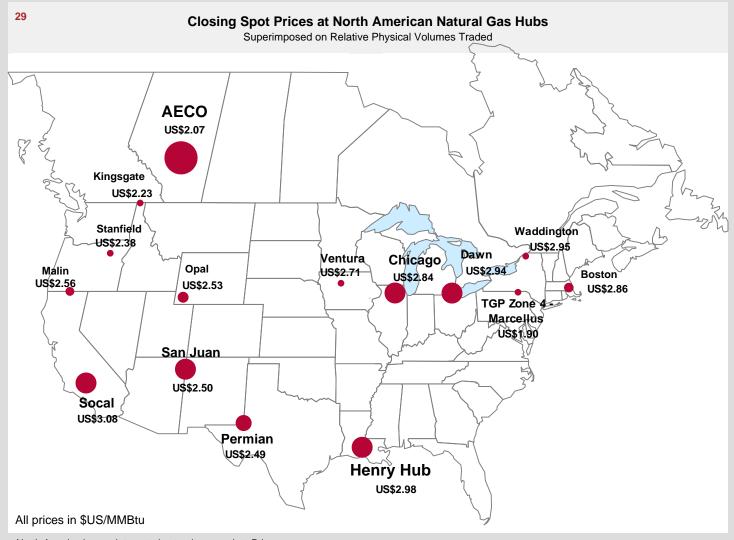


This graph illustrates when it may be economic to begin coal-gas switching in power generation. Average power plant efficiencies are assumed.

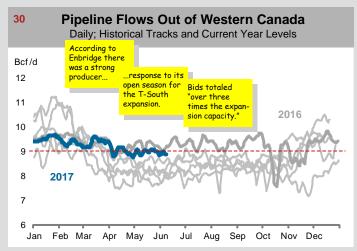
Source: Bloomberg



**Natural Gas** 

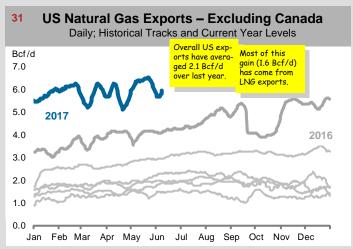


North America has an integrated natural gas market. Prices are determined by regional supply and demand, and pipeline flows. Source: Bloomberg



The ability of gas producers to move gas out of the WCSB to eastern markets and the US is a major factor in local natural gas prices.

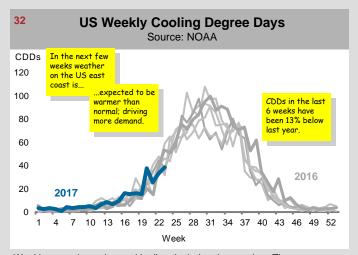
Source: Various Pipeline Companies



Between exports to Mexico and LNG shipments, the US is growing as a natural gas exporter. Robust US supply growth has driven this trend. Source: Bentek

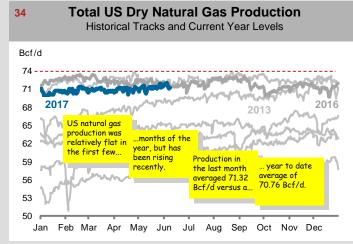


Natural Gas



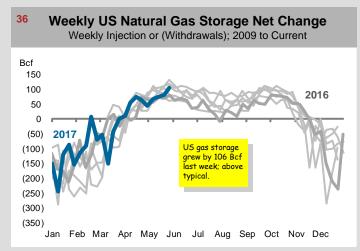
Weekly natural gas demand is directly tied to the weather. The current year is in dark blue.

Source: National Oceanic and Atmospheric Administration



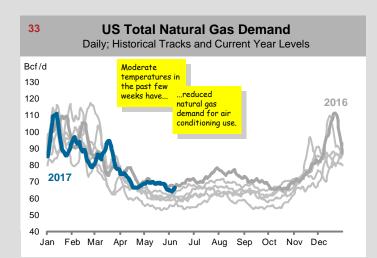
US production started ramping up in late 2007 and continues to grow year over year.

Source: Bentek



Weekly gas storage reports provide a snapshot of supply and demand. Current year changes are represented by the blue line.

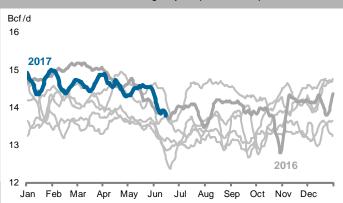
Source: U.S. Energy Information Administration



Total US demand fluctuates between 60 Bcf/d in the summer and over 100 Bcf/d in the winter. Weather is the most important driver of consumption.

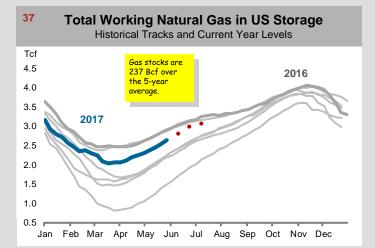
Source: Bentek





This includes receipts on the TCPL, Alliance, WestCoast and TransGas pipelines.

Source: Various Pipeline Companies



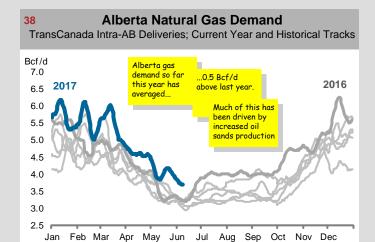
The EIA reports changes in US natural gas inventories held in underground storage facilities on a weekly basis.

Source: U.S. Energy Information Administration



**Natural Gas and Other Indicators** 

Aug Sep Oct Nov Dec



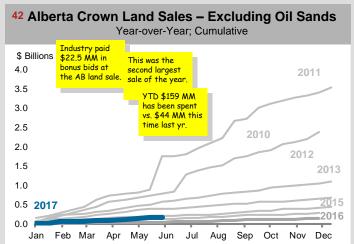
Alberta natural gas demand has grown steadily in recent years, largely driven by new oil sands projects coming on line.

Source: TransCanada Pipelines

#### Weekly Canadian Oil and Gas Drilling Activity Baker Hughes Average Rig Counts; Rolling 24-Month History # of Rigs The total Canadian rig count rose, as we exit 250 According to the CAODC, in the <mark>spring breakup.</mark> week ending 200 June 8 there... were 118 rias drilling, with a utilization rate 150 of 19% 100 Gas Rigs 50 Oil Rigs 0 Jun-15 Oct-15 Feb-16 Jun-16 Oct-16 Feb-17

Unlike US drilling activity, Canadian rigs are dispatched seasonally. Capital allocation by operators is driven by views of future oil and gas prices.

Source: Baker Hughes



Land prices are an important component of F&D costs. In Alberta, sales of petroleum and natural gas rights are held every two weeks.

Source: Alberta Department of Energy

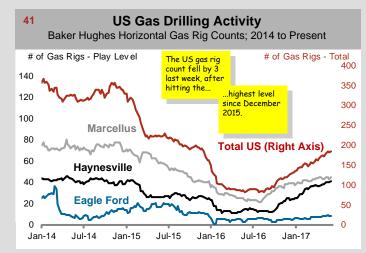
#### 39 Western Canadian Natural Gas Storage Levels Weekly; Current Year and Historic Tracks According to Bcf storage is 72% data, Western full versus 89% 600 Canadian... during this week last year. 2016 500 2017 400 300 200 100 0

Canada's natural gas storage level provides a good metric if the country is well stocked. Abnormally high or low storage can affect the basis.

Feb Mar Apr May Jun Jul

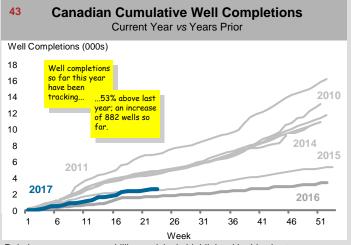
Source: Bloomberg

Jan



Tracking US gas drilling by major play provides insight into the composition of US gas supply and growth trends.

Source: Baker Hughes



Relative year-over-year drilling activity is highlighted in this chart. Cumulative well completions for the current year are shown in blue.

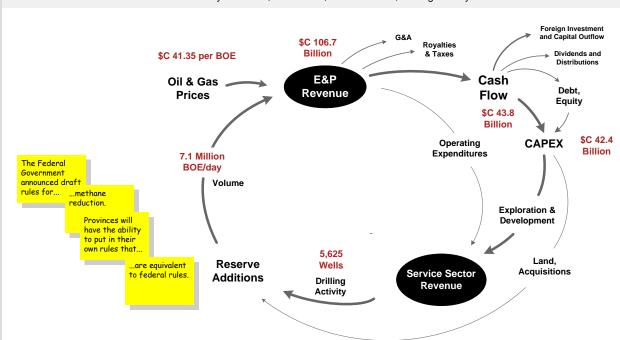
Source: Daily Oil Bulletin/JWN



**Canadian Industry Metrics** 

### Estimated Capital Flow in the Canadian Oil and Gas Economy for 2017

Industry Revenue, Cash Flow, Reinvestment, Drilling Activity and Production



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## **Canadian Industry Statistics: Historical Data and Forecast**

	Canadian Industry Metrics															
	Price		Production Volume		Capital Inflow		Reinvestment			Drilling		Well Split				
	Average Price	Edmonton Par	AECO	Conv. Liquids	Bitumen + Synthetic	Natural Gas	Total Volume	Total Revenue	After-tax Cash Flow	Conv. Oil and Gas	Oilsands	Reinvest Ratio	Wells Compl.	Avg Rig Utiliz.	Oil Wells	Gas Wells
	\$/BOE	\$C/B	\$C/GJ	Average MBOE/d	Average MBOE/d	MBOE/d (@ 6:1)	MBOE/d (@ 6:1)	\$C millions	\$C millions	\$C millions	\$C millions	x:1	#/ Year	%	%	%
2008	68.22	102.66	7.75	1,994	1,207	2,700	5,864	145,425	83,255	36,293	18,113	0.65	16,877	41%	36%	56%
2009	42.26	66.42	3.79	1,840	1,331	2,514	5,683	89,057	36,680	22,335	11,227	0.91	8,368	25%	41%	51%
2010	48.41	77.55	3.79	1,830	1,403	2,434	5,668	101,056	43,569	35,666	17,195	1.16	12,119	40%	56%	40%
2011	55.32	95.24	3.44	1,873	1,482	2,386	5,740	115,890	53,448	40,139	22,491	1.10	12,827	52%	69%	31%
2012	50.60	86.38	2.27	1,905	1,743	2,327	5,975	111,389	48,908	39,733	27,199	1.37	11,067	44%	83%	17%
2013	55.95	93.47	3.02	2,023	1,940	2,343	6,306	128,787	54,711	43,165	30,809	1.35	11,071	42%	84%	16%
2014	61.20	95.07	4.23	2,086	2,163	2,445	6,694	149,530	71,846	46,872	33,868	1.12	11,222	45%	78%	22%
2015	35.34	57.63	2.56	1,983	2,373	2,479	6,835	88,170	24,109	30,551	22,948	2.22	5,382	24%	69%	31%
2016e	31.55	52.93	2.06	1,921	2,393	2,495	6,809	78,407	20,868	20,532	16,209	1.76	4,060	17%	70%	30%
2017e	41.35	67.33	2.67	1,868	2,655	2,548	7,070	106,723	43,789	29,131	13,242	0.97	5,625	24%	70%	30%

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