



West Virginia Public Energy Authority

# THE ENERGY INDUSTRY IN WEST VIRGINIA... AND BEYOND

June 22, 2022

Kyle Mork, President & CEO

# Greylock: Strong. Unique. Expertise.



# Strong Foundation

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## Deep Roots

Honed in the Marcellus and applied in other basins, Greylock has vast experience both efficiently drilling and effectively operating thousands of wells throughout Appalachia, the Rockies... and beyond.

**Experts in the Field.** Our Team comprises accomplished, innovative specialists who have operated assets for more than 40 years, in multiple basins, and developed leading-edge, unconventional wells for nearly 15 years.

## Grounded in Mission

**Mission.** Producing and delivering energy that powers our communities and improves lives.

**Core Values.** Approaching every action, interaction, and decision with Integrity, Excellence, Collaboration, Empowerment, and Humility.

**ESG Commitment.** Emphasizing Greylock's record of responsible operations by prioritizing key environmental, social, and governance metrics.

# Strong Team



**Kyle M. Mork**  
*President & Chief Executive Officer*



**J. Michael Forbes**  
*Executive Vice President &  
Chief Financial Officer*



**Ryan Deaderick**  
*Executive Vice President &  
Chief Operating Officer*



**Drew McCallister**  
*Senior Vice President &  
General Counsel*

# Unique Skillsets

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## Skilled at Developing Assets

**Upstream.** Vast experience drilling, completing, and operating thousands of wells – at greater depths and increasingly longer laterals.

**Midstream.** Providing best-in-class gathering and transportation with a unique approach to solving operational and commercial challenges, which enables Greylock to lay pipelines and operate facilities to serve our needs and also those of large-scale end users.

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## Adept at Operating Assets

Experts at safely, efficiently, and cost-effectively operating assets for the long-term.

**Effective.** Capitalizing on existing assets to maximize efficiencies and production.

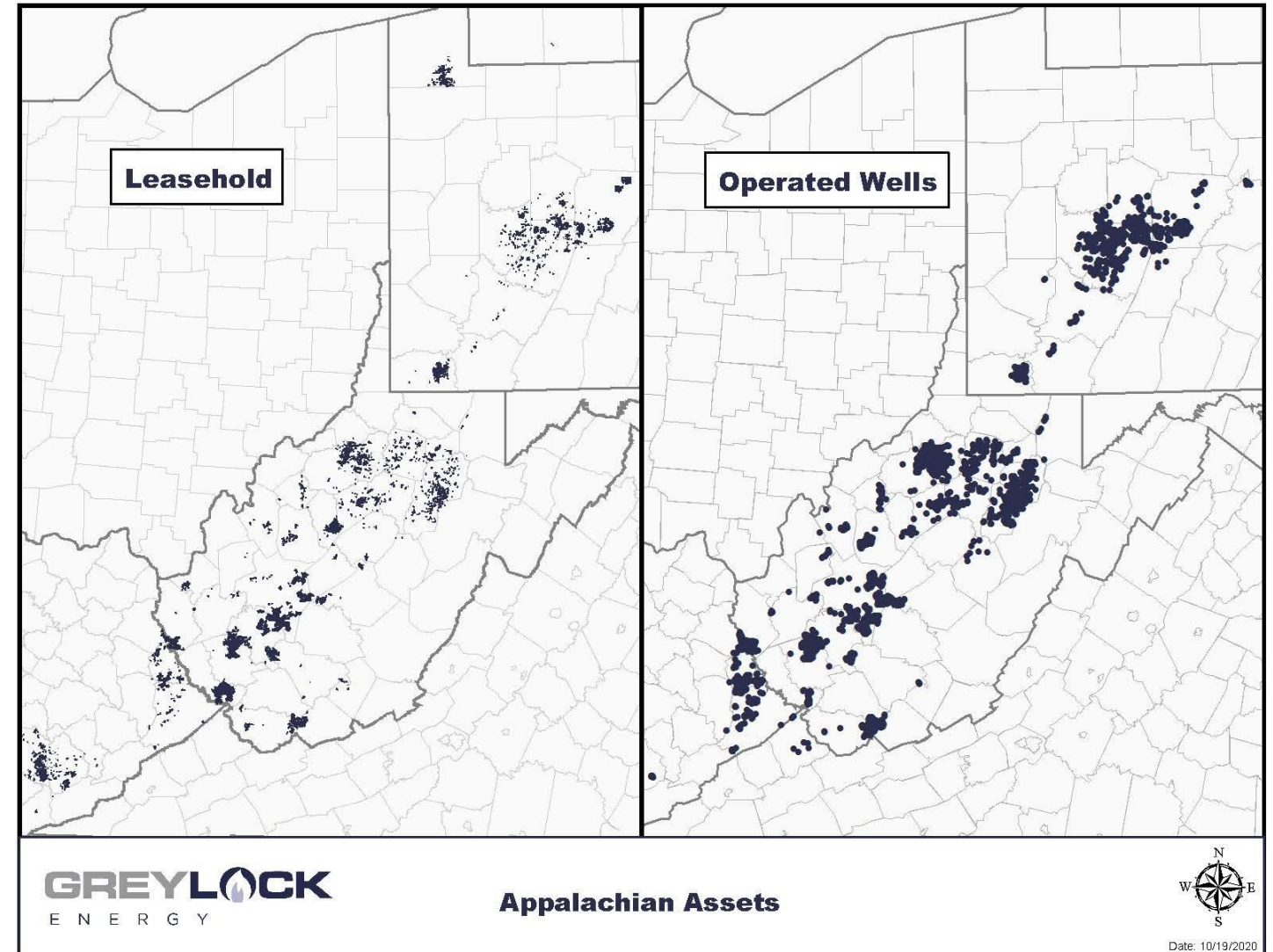
**Innovative.** Applying the latest technologies to transform good assets into outstanding assets.

**Versatile.** Ability to economically operate both unconventional and conventional assets.



# Expertise in Appalachia

- **~900,000 gross deep acres** in the Appalachian Basin
  - **~500 BCFE** of proved reserves
  - **Multi-year development inventory** in Greene County and throughout the Marcellus fairway
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- **4,300+ conventional wells**
  - **100+ BCFE** in conventional PDP reserves
  - **49 counties** in West Virginia, Pennsylvania, Kentucky, and Virginia





# Expertise in Appalachia



- **15,000+ net acres** in Greene County, PA
- **Multi-year, core dry-gas Marcellus development** with compelling returns at current strip gas prices
- **5-10 wells** drilled/year, with the ability to adjust depending on prices
- Strong experience drilling multiple wells over **10,000' horizontal wellbore**
- Successful history of lease acquisitions and trades to expand position

# Expertise in the Rockies

In Q1 2022, Greylock acquired ~1,400 producing wells in the Uinta and Green River basins from a large operator. This acquisition resulted in:

## Increased Production

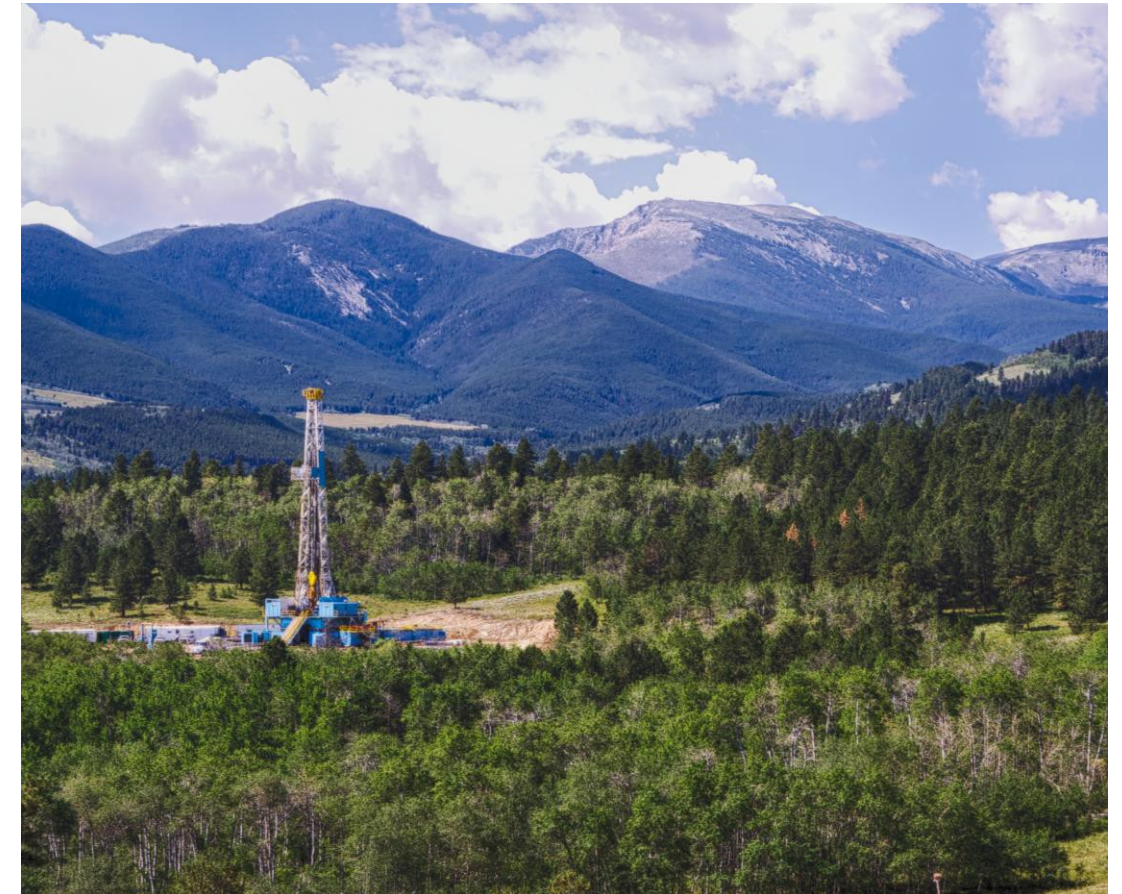
- >50% increase in production
- >20x increase in oil production

## Diversified Products

- 8% oil/NGL commodity mix vs. current 100% gas
- Provides Greylock access to valuable Rockies & So. California markets

## Accelerated Growth

- 15+ years of highly economic, liquids-rich inventory
- Immediately positions Greylock as a low-leverage cashflow vehicle, prepared for further accretive acquisitions





# Expertise in Midstream

- **Gathering and transportation** for upstream producers
- Develops **“last mile” pipeline infrastructure** for manufacturers and power generators
- **Infrastructure** for site selection and development projects
- **Gas marketing**
- **Water infrastructure**
- **Recent and Active Projects**
  - Large power generator in Pennsylvania
  - One of the largest steel producers in the US; this new asset will be in service this month, further expanding our portfolio of unaffiliated midstream customers



# State of the Industry... A Catch 22

**June 15, 2022**

**Biden calls for more production and lower profits in letter to U.S. oil refiners**

**October 28, 2021**

POLITICS

**Democrats Challenge Big Oil Executives From Shell, Exxon, Chevron Over Climate Policy**

**January 20, 2021**

**Biden Order Blocks Keystone XL Pipeline**

**June 17, 2022**

**Biden announces new initiatives to curb methane during international climate meeting**

**April 6, 2022**

**Blamed for high gas prices, oil executives defend themselves at a House hearing.**

**April 5, 2022**

**Biden looks for ways to increase Canadian oil imports without adding pipelines**

# Short-Term Issues Facing Pipelines

## Stalled interstate pipelines

- Lack of infrastructure creates challenges for the industry, the state, and the everyday consumer
- Inconsistency in federal priorities; lack of federal mandate to enable complete construction
- State & local challenges brought by groups opposed to development can have outsized impacts on completion

## Costs of development

- Inflationary environment
  - Material (steel up 100% in some cases)
  - Labor
- Regulatory uncertainty/impediments increase time/costs





# Long-Term Issues Facing Pipelines

**Lack of regulatory certainty and messaging**

**Creating demand locally and regionally**

- Power generation
- Manufacturing



# Opportunities

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**Need for interstate pipelines**

**Creating demand locally and regionally**

**Increased regulatory certainty**

**Better coordination with contiguous states**

