



Figure 2: PXD Results vs. DB Estimates

| Q115 DB Snapshot                             | Pioneer Natural Resources |                 |              |                |                |                |                |     |
|--|---------------------------|-----------------|--------------|----------------|----------------|----------------|----------------|-----|
|  | DB(E)                     |                 | Actual       | Diff.          | Actual         |                | Seq.           | Y/Y |
|  | Q115                      | Q115            |              |                | Q414           | Q114           |                |     |
| <b>Income Statement: (\$ in Millions)</b>    |                           |                 |              |                |                |                |                |     |
| Total Revenues                               | 733                       | 867             | 18.3%        | 1,666          | 963            | (48.0%)        | (10.0%)        |     |
| EBITDA                                       | 362                       | 337             | -6.8%        | 714            | 499            | (52.8%)        | (32.5%)        |     |
| Depreciation Expense                         | 313                       | 310             | -1.0%        | 313            | 221            | (1.0%)         | 40.3%          |     |
| Net Income                                   | 7                         | (5)             | -175.4%      | 118            | 180            | (104.2%)       | (102.8%)       |     |
| <i>Per Share:</i>                            |                           |                 |              |                |                |                |                |     |
| <b>Operating EPS</b>                         | <b>\$0.05</b>             | <b>(\$0.03)</b> | <b>#####</b> | <b>\$0.80</b>  | <b>\$1.26</b>  | <b>#####</b>   | <b>#####</b>   |     |
| <b>Operating CFPS</b>                        | <b>\$2.56</b>             | <b>\$2.42</b>   | <b>-5.3%</b> | <b>\$3.68</b>  | <b>\$3.90</b>  | <b>(34.1%)</b> | <b>(37.9%)</b> |     |
| Shares Outstanding (Diluted)                 | 147                       | 149             | 1.4%         | 147            | 143            | 1.4%           | 4.2%           |     |
| <b>Cash Flow Statement: (\$ in Millions)</b> |                           |                 |              |                |                |                |                |     |
| Funds from Operations (FFO)                  | 346                       | 334             | -3.5%        | 567            | 466            | (41.1%)        | (28.3%)        |     |
| <b>Balance Sheet: (\$ in Millions)</b>       |                           |                 |              |                |                |                |                |     |
| Total Debt                                   | 2,690                     | 2,668           | -0.8%        | 2,665          | 2,706          | 0.1%           | (1.4%)         |     |
| Cash Balance                                 | 1,042                     | 383             | -63.2%       | 1,025          | 257            | (62.6%)        | 49.0%          |     |
| <b>Net Debt</b>                              | <b>1,648</b>              | <b>2,285</b>    | <b>38.6%</b> | <b>1,640</b>   | <b>2,449</b>   | <b>39.33%</b>  | <b>-6.70%</b>  |     |
| <b>Production:</b>                           |                           |                 |              |                |                |                |                |     |
| Oil (MMboe/d)                                | 97                        | 99              | 2%           | 101            | 79             | -2%            | 25%            |     |
| NGLs (MMboe/d)                               | 41                        | 35              | -14%         | 43             | 36             | -17%           | -1%            |     |
| Natural Gas (MMcfe/d)                        | 337                       | 359             | 7%           | 347            | 346            | 4%             | 4%             |     |
| <b>Total Production (Mboe/d)</b>             | <b>194</b>                | <b>194</b>      | <b>0.0%</b>  | <b>201</b>     | <b>172</b>     | <b>-4%</b>     | <b>13%</b>     |     |
| <b>Unhedged Realizations</b>                 |                           |                 |              |                |                |                |                |     |
| Oil (\$/bbl)                                 | \$45.68                   | \$43.02         | -6%          | \$66.64        | \$92.38        | -35%           | -53%           |     |
| NGL (\$/bbl)                                 | \$17.23                   | \$15.00         | -13%         | \$18.50        | \$33.38        | -19%           | -55%           |     |
| Gas (\$/mcf)                                 | \$2.72                    | \$2.70          | -1%          | \$3.60         | \$4.81         | -25%           | -44%           |     |
| <b>Unit Costs (US\$/boe):</b>                |                           |                 |              |                |                |                |                |     |
| O&G Revenue                                  | \$31.12                   | \$29.64         | -5%          | \$43.48        | \$58.83        | -32%           | -50%           |     |
| LOE  | \$11.22                   | \$10.32         | -8%          | \$10.82        | \$10.66        | -5%            | -3%            |     |
| Production Taxes                             | \$1.96                    | \$2.24          | 14%          | \$3.26         | \$3.68         | -31%           | -39%           |     |
| SG&A   | \$4.47                    | \$4.70          | 5%           | \$4.81         | \$5.23         | -2%            | -10%           |     |
| <b>Cash Margin</b>                           | <b>\$13.46</b>            | <b>\$12.38</b>  | <b>-8%</b>   | <b>\$24.58</b> | <b>\$39.25</b> | <b>-50%</b>    | <b>-68%</b>    |     |
| DD&A   | \$17.93                   | \$17.77         | -1%          | \$16.93        | \$14.28        | 5%             | 24%            |     |
| <b>Operating Costs</b>                       | <b>\$35.59</b>            | <b>\$35.03</b>  | <b>-2%</b>   | <b>\$35.32</b> | <b>\$33.86</b> | <b>-1%</b>     | <b>3%</b>      |     |

Source: Company data, Deutsche Bank