

# IPAA

## Oil and Gas Investment Symposium

April 12, 2011

**Tony Best**

President and CEO



# Cautionary Language

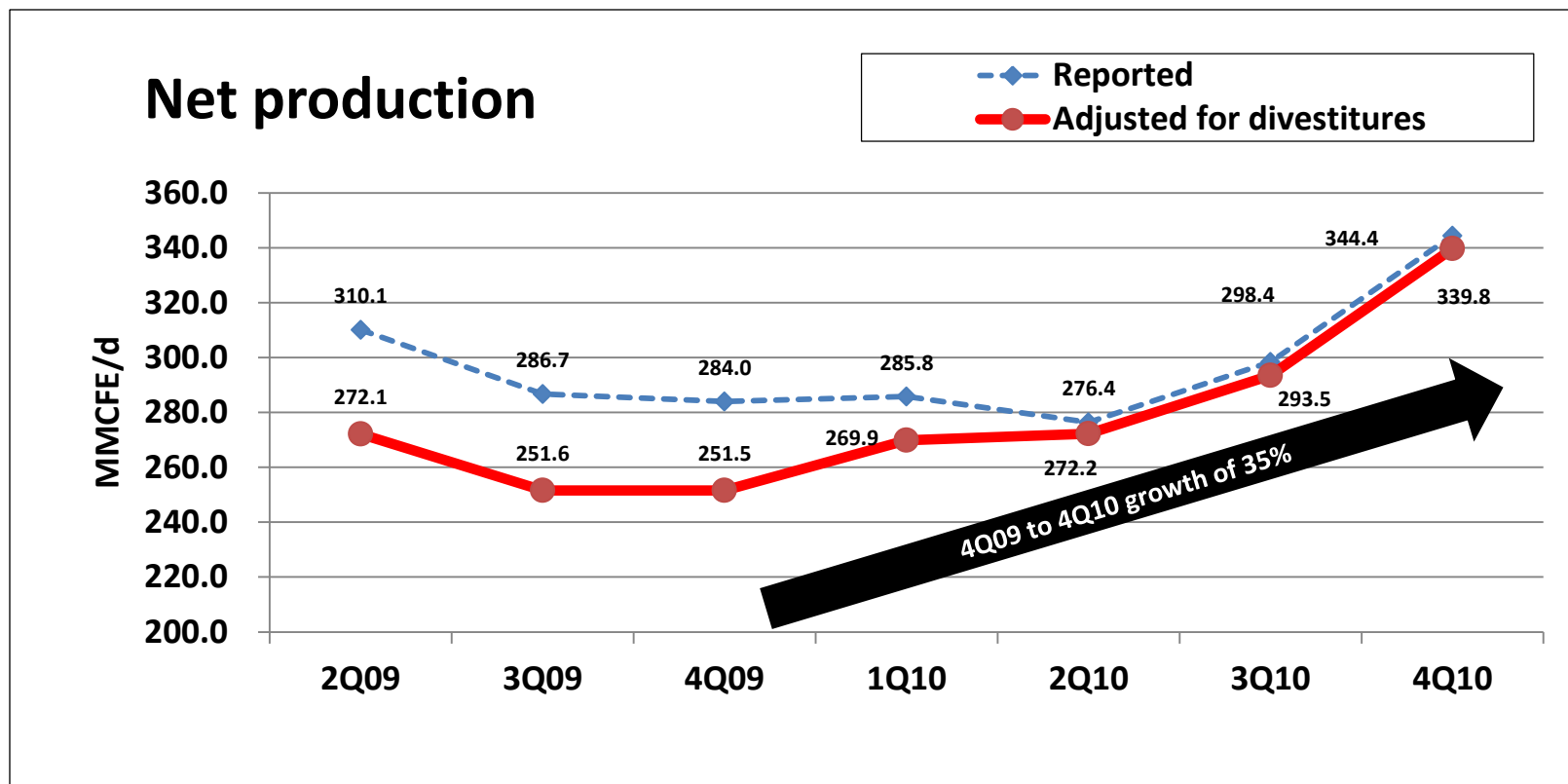
Except for historical information contained herein, statements in this presentation, including information regarding the business of the Company, may be “forward looking statements” within the meaning of the federal securities laws. Forward looking statements involve known and unknown risks and uncertainties that may cause the Company’s actual results in future periods to differ materially from results expressed or implied by the forward looking statements. These risks are described in the “Risk Factors” section of the Company’s 2010 Annual Report on Form 10-K that was filed on February 25, 2011. Such factors include the volatility and level of oil and natural gas prices, a contraction in demand for oil and natural gas as a result of adverse general economic conditions, the availability of economically attractive exploration and development and property acquisition opportunities and any necessary financing, the uncertain nature of the expected benefits from acquisitions and divestitures of oil and natural gas properties, the pending nature of reported divestiture plans for certain non-core oil and gas properties as well as the ability to complete divestiture transactions and the uncertain nature of the amount of proceeds that may be received for divestitures, lower prices realized on oil and gas sales resulting from our commodity price risk management activities, unsuccessful exploration and development drilling, the possibility that our planned drilling in existing or emerging resource plays is subject to drilling and completion risks, the imprecise nature of estimating oil and gas reserves, uncertainties inherent in projecting future rates of production from drilling activities and acquisitions, drilling and operating service availability, uncertainties in cash flow, the financial strength of hedge contract counterparties, the ability of banks in our lending facility to fund requested borrowings, the ability of purchasers of production to pay for amounts purchased, the negative impact that lower oil and natural gas prices could have on the value of our properties and our ability to borrow, litigation, environmental matters, and the potential impact of government regulations.

Proved reserves are those quantities of oil and gas, which, by analysis of geoscience and engineering data, can be estimated with reasonable certainty to be economically producible – from a given date forward, from known reservoirs, and under existing economic conditions, operating methods, and government regulations – prior to the time at which contracts providing the right to operate expire, unless evidence indicates that renewal is reasonably certain. In this presentation, the Company uses the terms “probable,” “possible,” “3P,” and “resources.” Probable reserves are those additional reserves that are less certain to be recovered than proved reserves but which, together with proved reserves, are as likely as not to be recovered. Possible reserves are those additional reserves that are less certain to be recovered than probable reserves. Reserves are estimated remaining quantities of oil and gas and related substances anticipated to be economically producible, as of a given date, by application of development projects to known accumulations (subject to other conditions). Resources are quantities of oil and gas estimated to exist in naturally occurring accumulations. SM Energy also uses the term “EUR” (estimated ultimate recovery), which is the sum of reserves remaining as of a given date and cumulative production as of that date. Estimates of probable and possible reserves included in 3P reserves and resources which may potentially be recoverable through additional drilling or recovery techniques are by their nature more uncertain than estimates of proved reserves and accordingly are subject to substantially greater risk of not actually being realized by the Company.

# 2010 in Review

- **2010 was a break-out year for the Company**

- ✓ Record year for net income of \$197 million, or \$3.04 per diluted share
- ✓ Near record production with average daily production of over 300 MMCFE/d



# 2010 in Review (continued)

## • Operational highlights

- ✓ Significantly advanced Eagle Ford shale program
  - Delineated geology and gas to oil windows
  - Secured most takeaway capacity and drilling/completion services to execute the 2011 program
- ✓ Continued success in Bakken/Three Forks
  - Pushed Bakken development further west in North Dakota with solid results; continued success in Three Forks program in Divide County
- ✓ Executed Haynesville carry and earning agreement for \$90 MM
- ✓ Initiated horizontal testing of Granite Wash and Niobrara plays and a down-spacing pilot in the Wolfberry oil play

## • Rebranded the Company

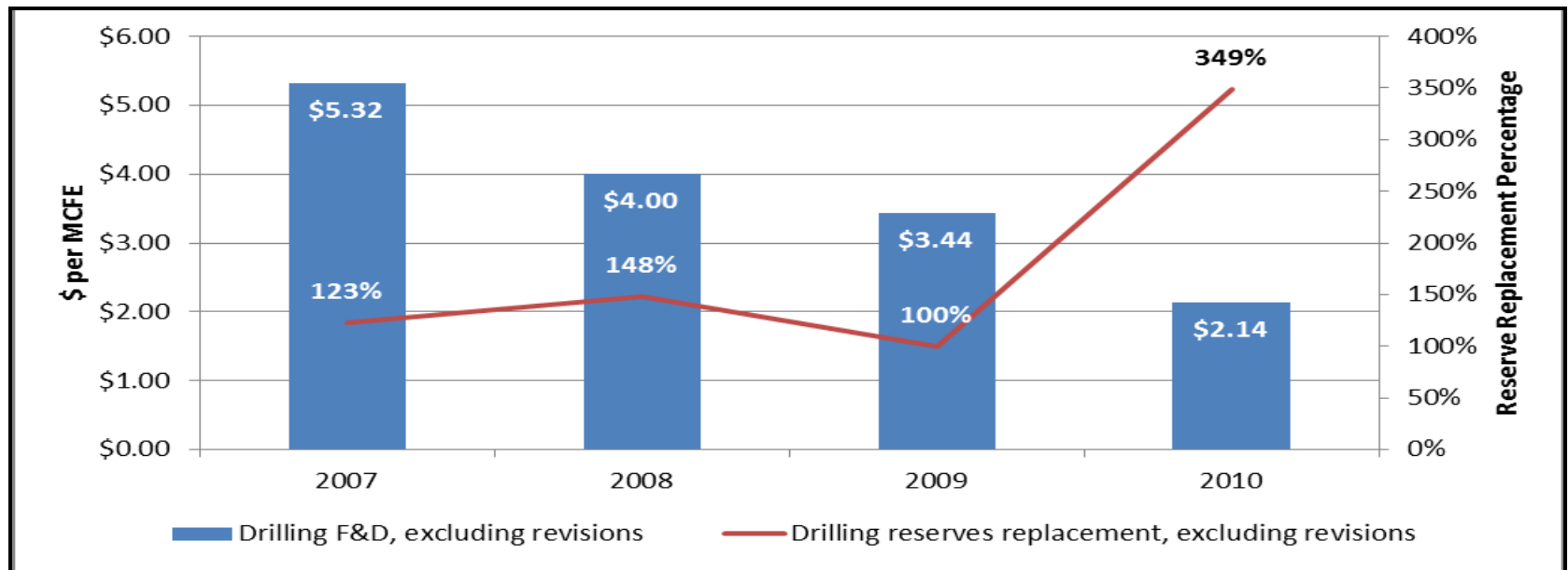
- ✓ After 100 years, we decided to update our name
  - Honors our history as St. Mary Land & Exploration Company and retained SM ticker
  - Modernizes our name and logo and reflects the Company's broader footprint and new direction pursuing resource plays in North America



# 2010 in Review (continued)

- **Strong results from organic drilling program**

- ✓ Proved reserves grew 27% to 985 BCFE
- ✓ Drilling reserve replacement of 349%
- ✓ Increased PUD percentage from 18% to 30%
- ✓ F&D improvement of 38% as a result of quality portfolio

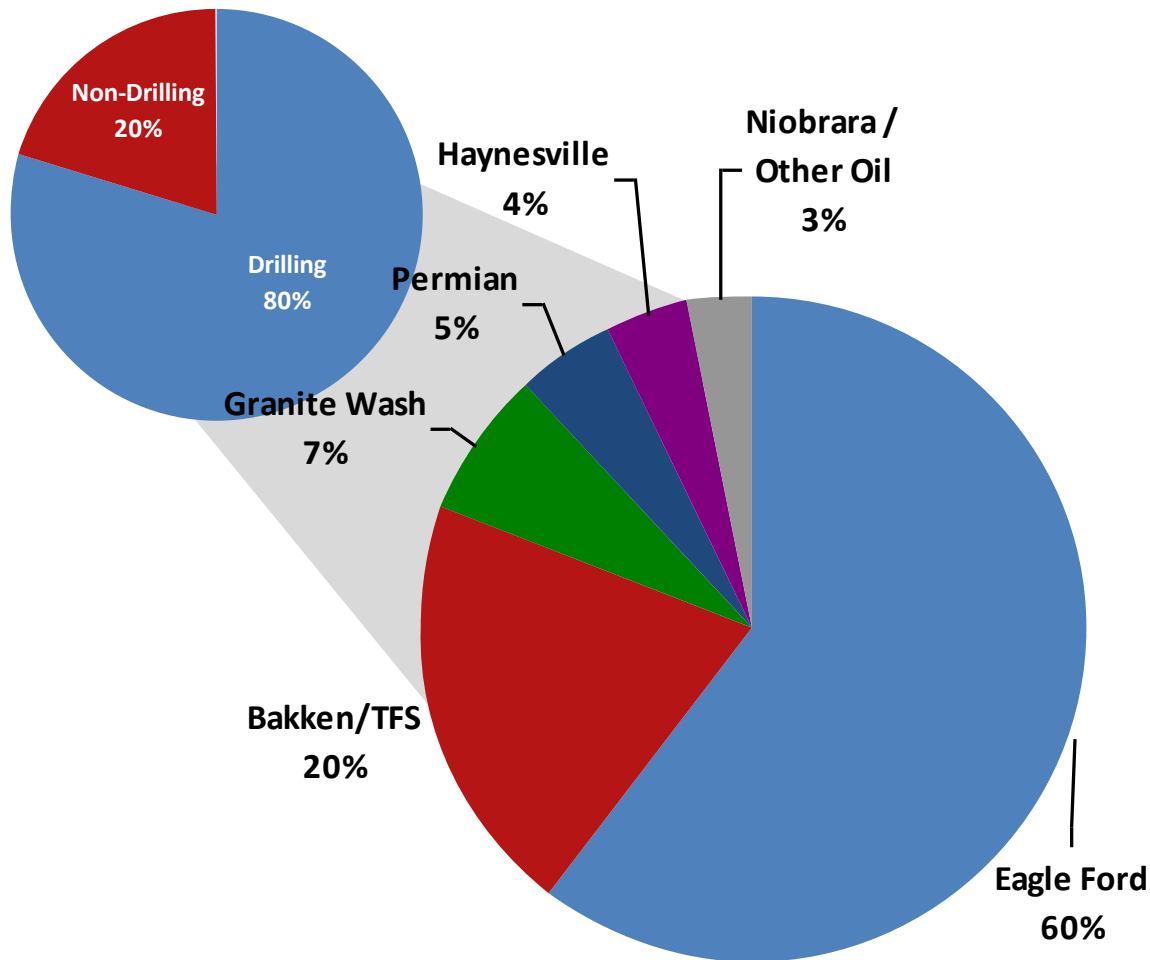


# Key Initiatives for 2011

- **Focus on oil and rich gas projects**
  - ✓ Achieve 20% production growth through high value projects
  - ✓ Maintain operational focus and discipline as activity ramps up
  - ✓ Ramp-up drilling programs in Eagle Ford and Bakken/TFS
- **Successful completion of announced transactions**
  - ✓ **Eagle Ford:** Data room for sell down is still continuing with good participation; expect announcement late 2Q11
  - ✓ **Haynesville Shale:** Discussing JV with interested parties in Haynesville Shale to carry SM to HBP; ~\$140MM incremental spend in 2011 if no deal is completed
  - ✓ **Marcellus Shale:** Evaluating options; minimal 2011 investment



# 2011 Capital Plan Overview



- 2011 capital budget of \$1,040 million, with expected funding through operating cash flow and projected asset sales
- Over 90% of drilling capital is being invested in liquids and high BTU natural gas projects
- Over 85% of capital expenditures anticipated to be on Company-operated properties

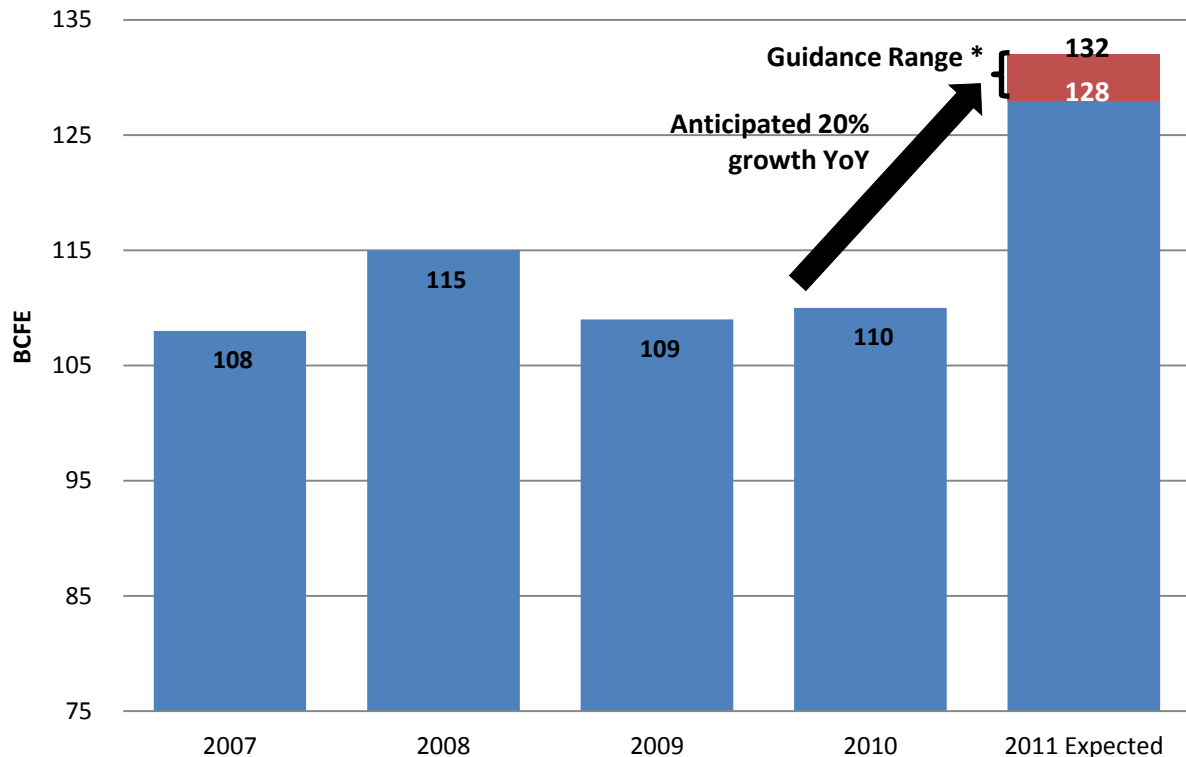
**Total Drilling Capex: \$830MM**

Note: Non-drilling capital composed of Exploration (\$80MM), Facilities (\$65MM), Land & Seismic (\$30MM), and Overhead (\$35MM).



# Production Outlook

## Production

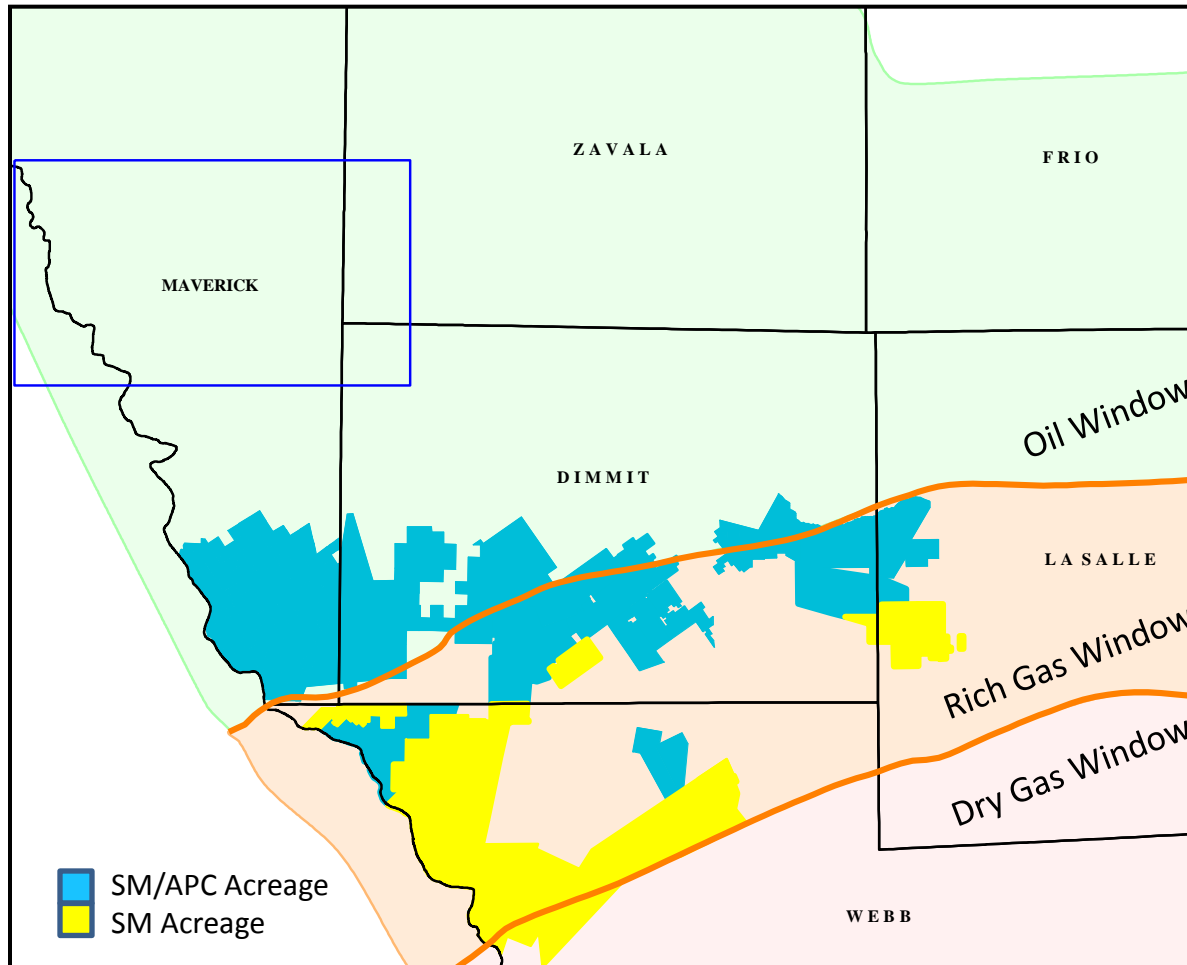


- Anticipated growth of 20% in 2011 on reported basis
- 2011 Guidance of 128-132 BCFE
- Oil and rich-gas driving production growth

\* Note: Production guidance does not include production anticipated to be part of SM Energy's Eagle Ford shale announced sell down.



# Total Eagle Ford Shale Position



SM Energy has a 250,000 net acre position in the Eagle Ford shale

- ~165,000 net operated acres located almost entirely in rich gas window
- ~85,000 net acres operated by Anadarko located in oil and rich gas windows

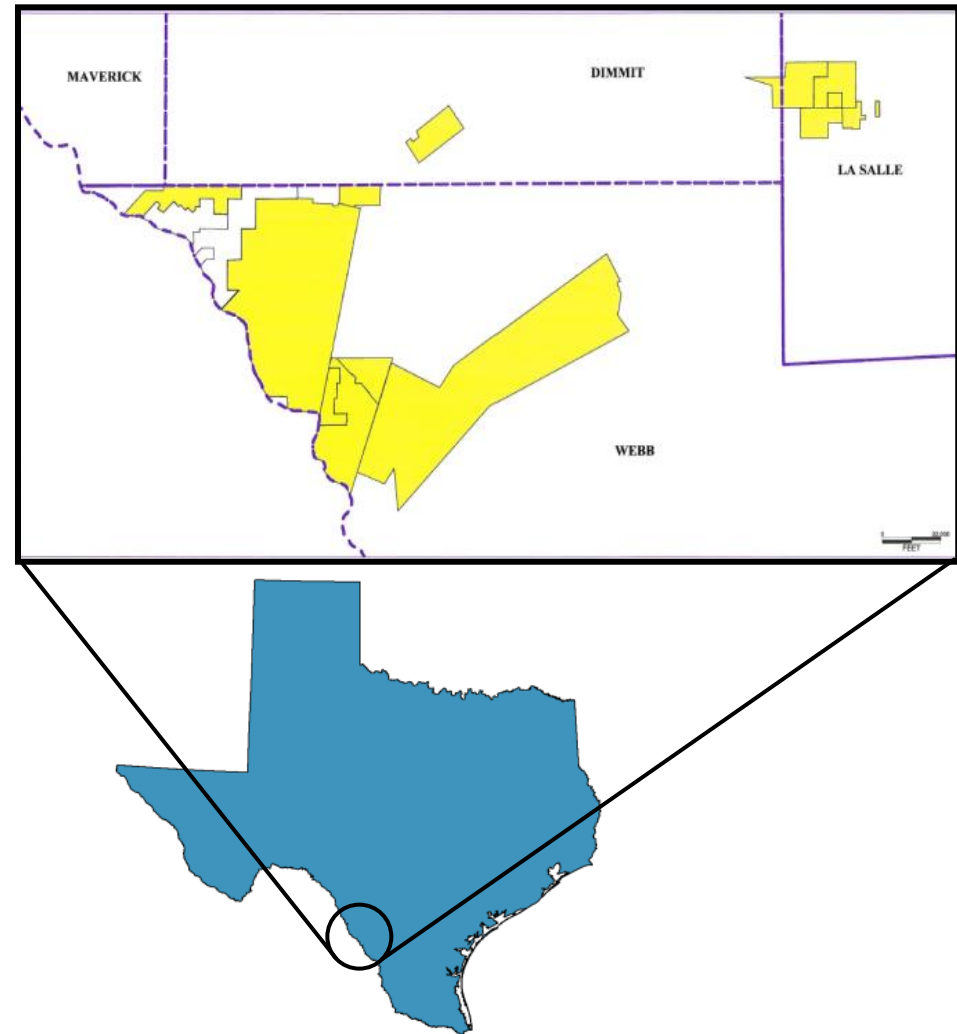
# Operated Eagle Ford Shale Overview

## Operating Highlights

- ~165,000 net acres
- Largely 100% working interest

## 2011 Plan

- Currently running three (3) operated rigs and expect to increase to six (6) through the year, with focus on oilier and higher BTU gas areas
- Secure services and equipment for current year program and beyond
  - ***New takeaway agreement will ultimately ramp up to 240,000 MMBTU/d (~190 MMcf/d) of capacity; pipeline arrives mid-2013***
  - ***SM Energy will now have 470 MMcf/d of firm transportation available by 2H14***



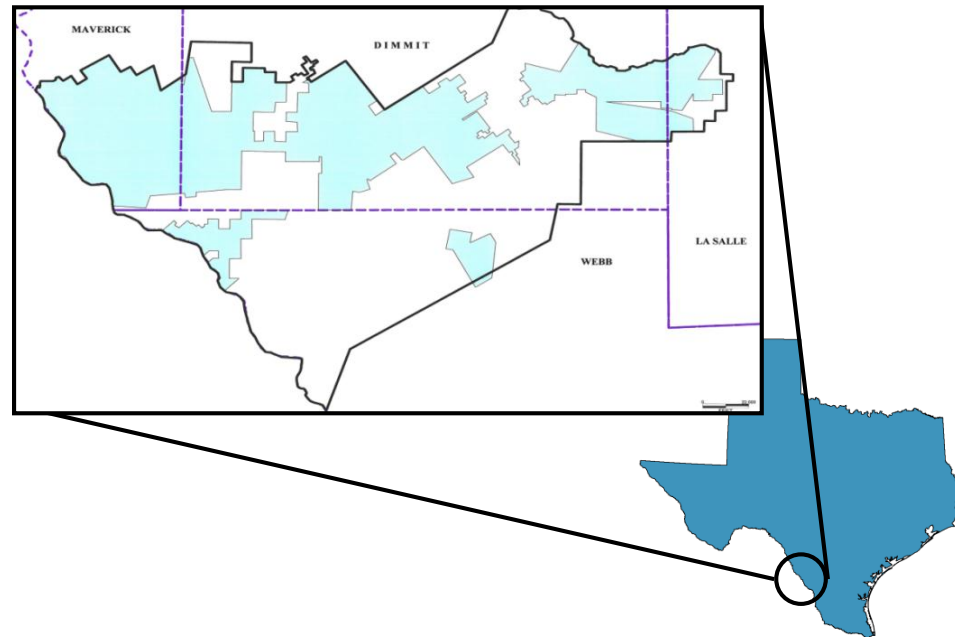
# Non Operated Eagle Ford Shale Overview

## Operating Highlights

- 25% WI partner in Anadarko (“APC”) operated JV
- ~310,000 gross / ~85,000 net acres
- Nine (9) rigs currently running

## 2011 Plan

- APC gross rigs ramping up to 10 in 2Q11
- APC has announced a joint venture on its portion of the shared acreage for \$1.55 Billion



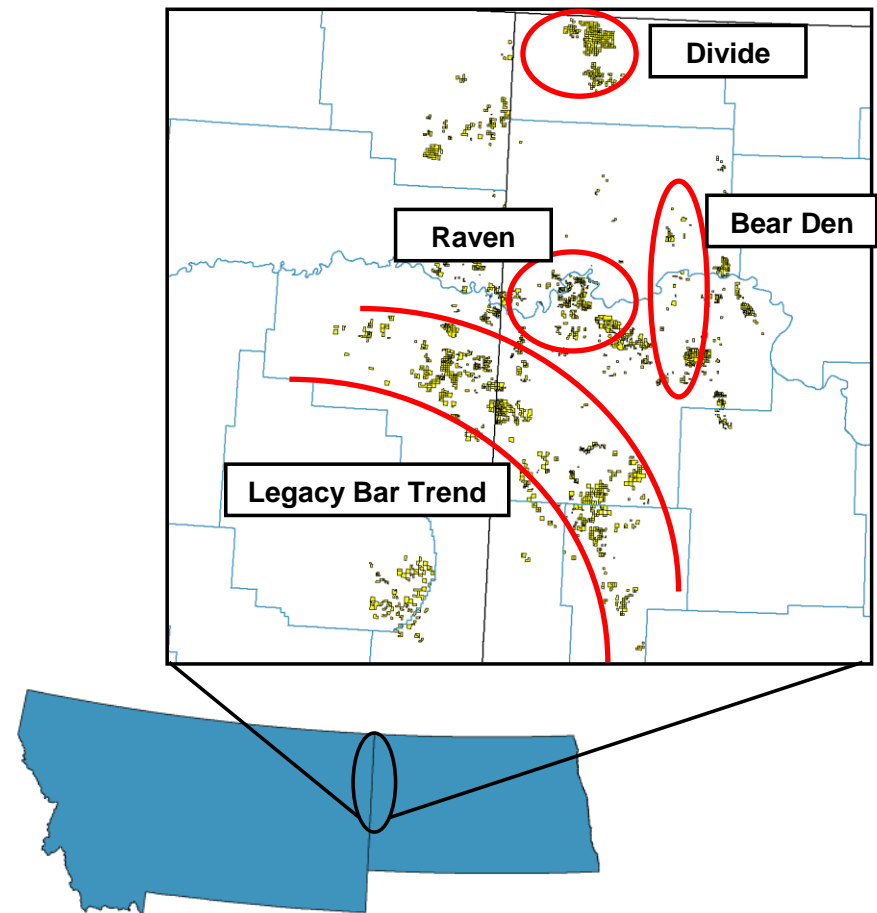
# Bakken / Three Forks Overview

## Operating Highlights

- ~85,000 prospective net acres in ND, an increase from ~81,000 net acres
- SM holds an additional ~120,000 legacy net acres in the basin

## 2011 Plan

- Currently running two (2) operated rigs; will increase to three (3) during the year
- Plan to drill 34 gross wells (20 net) as operator in Raven and Divide projects areas; no activity is planned for Bear Den since it is HBP



# Terms of High Yield Offering February 2011

<b>Issuer:</b>	SM Energy Company (NYSE: SM)
<b>Issue:</b>	Senior Unsecured Notes
<b>Size:</b>	\$350 million
<b>Coupon:</b>	6.625%, issued at par
<b>Maturity:</b>	8 years (February 2019)
<b>Optional Redemption:</b>	Non-callable for the first 4 years (February 2015)
<b>Change of Control:</b>	Put at 101% of the principal amount plus accrued interest
<b>Equity Clawback:</b>	Up to 35% of the issue may be redeemed during the first three years at par plus the coupon with the proceeds of any equity issuance
<b>Covenants:</b>	Usual and customary incurrence based covenants
<b>Guarantors:</b>	Same as the credit facility; non-guarantor subsidiaries hold less than 5% of total assets
<b>Use of Proceeds:</b>	Repay credit facility borrowings, pre-fund 2011 capital expenditures and general corporate purposes
<b>Distribution:</b>	144A with Registration Rights

- Upsized the offering to \$350 million from \$250 million
- Issued notes at par with a coupon of 6.625%
- Rating agencies ratings of issue:
  - S&P: BB
  - Moody's: B1

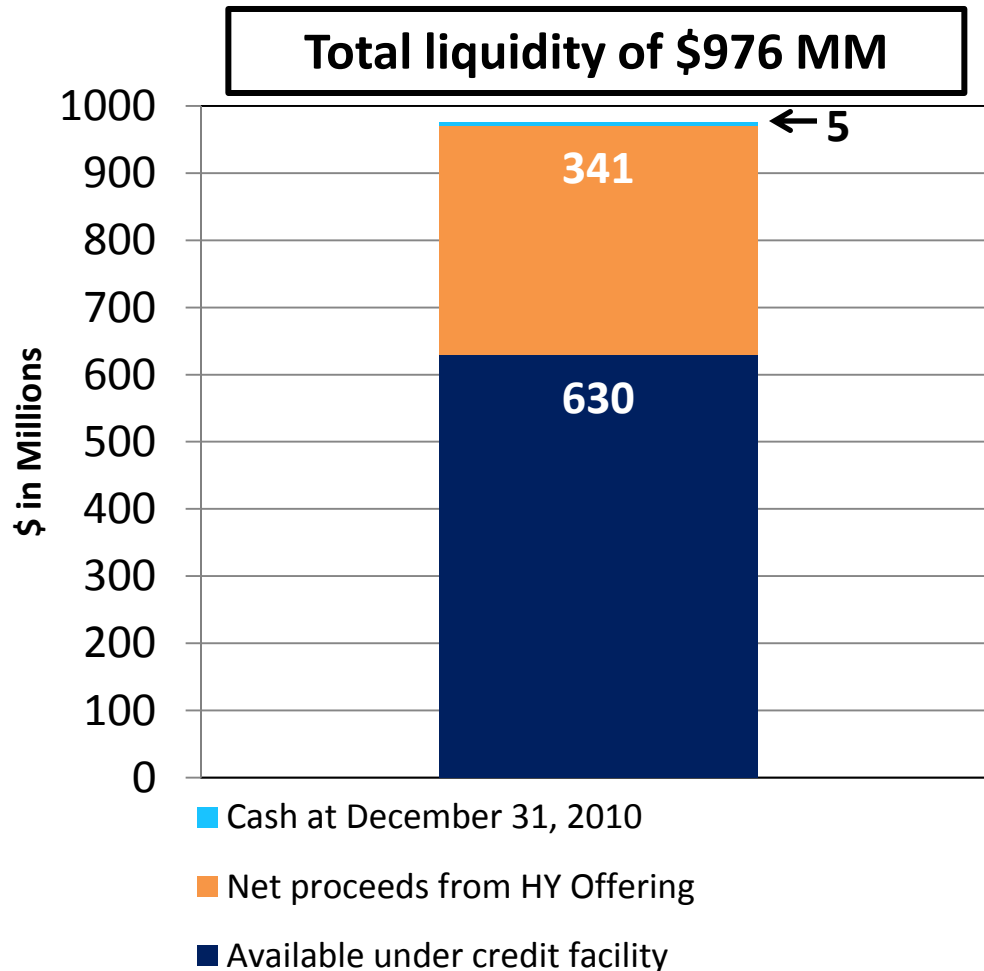


# Financial Position

	12/31/2010	Pro Forma for HY 12/31/2010
	(\$ in millions)	(\$ in millions)
Cash	\$5.1	\$298.2
Long-term credit facility	48.0	-
3.50% Senior Convertible Notes	275.7	275.7
6.625% Senior Unsecured Notes	-	350.0
Total long-term debt	323.7	625.7
Total stockholders' equity	\$1,218.5	\$1,218.5
Debt to book capitalization	21%	34%

# Liquidity

As of December 31, 2010, adjusted for HY Offering



- Current liquidity stands at nearly \$1.0 billion

- Proceeds from recent high yield offering will be used as a backstop for our 2011 capital program and general corporate purposes

- Commitment amount on credit facility remains unchanged at \$678 million

- Borrowing base was automatically reduced to \$1.0 billion from \$1.1 billion as a result of high yield offering

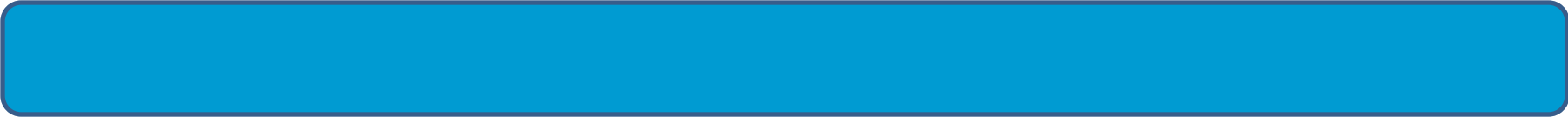
NOTE: Available credit facility borrowings calculated as: \$678 MM commitment amount less \$48 MM of outstanding at 12/31/10 less outstanding letter of credit of \$500 K. Estimated net proceeds from offering assumes \$8.9 MM in related fees and expenses.



# Key Takeaways



- **2010 was a break-out year**
  - ✓ Outstanding resource play execution
  - ✓ Solid financial performance
  - ✓ Strong growth in production and reserves
- **Positioned for success in 2011**
  - ✓ Focus on growth plays and execution of oil/liquid projects
  - ✓ Completion of strategic transactions
- **Bottom Line:**
  - ✓ ***“A New Day”*** for SM Energy



# BACKGROUND MATERIALS

# Asset Overview

## Rocky Mountains

2010 Proved Reserves (BCFE) 232

4Q10 Net Production (MMCFE) 69

### Plays:

*Bakken*

*Three Forks*

## Permian

2010 Proved Reserves (BCFE) 114

4Q10 Net Production (MMCFE) 41

### Plays:

*Wolfberry Oil*

## South Texas & Gulf Coast

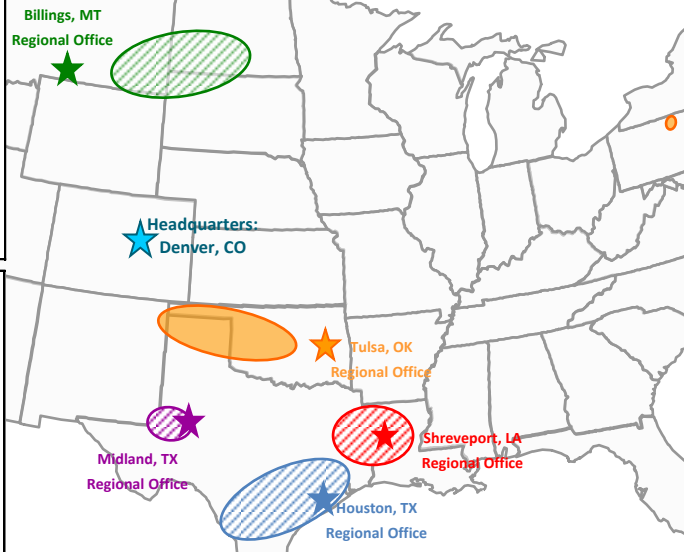
2010 Proved Reserves (BCFE) 207

4Q10 Net Production (MMCFE) 98

### Plays:

*Operated Eale Ford Shale*

*Anadarko JV Eagle Ford Shale*



## Mid Continent

2010 Proved Reserves (BCFE) 294

4Q10 Net Production (MMCFE) 97

### Plays:

*Granite Wash*

*Woodford Shale*

*Marcellus Shale*

## ArkLaTex

2010 Proved Reserves (BCFE) 138

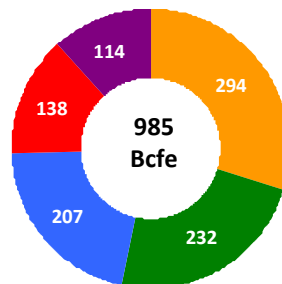
4Q10 Net Production (MMCFE) 50

### Plays:

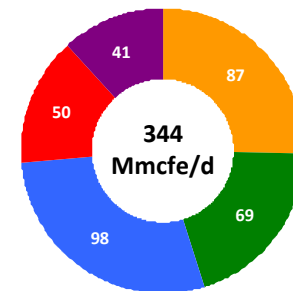
*Haynesville Shale*

## Consolidated Company

2010 Est. Proved Reserves (Bcfe)



4Q10 Net Production (Mmcfe/d)



# Guidance for 2011

Production	1Q11E	FY 2011E
Average daily production (MMCFE/d)	333 - 366	350 - 362
Total production (BCFE)	30 - 33	128 – 132
Costs		FY 2011
LOE (\$/MCFE)	\$1.10 - \$1.15	\$1.07 – \$1.12
Transportation (\$/MCFE)	\$0.30 - \$0.35	\$0.40 – \$0.45
Production taxes (% of pre-hedge revenue)	7.0%	7.0%
G&A – Cash (\$/MCFE)	\$0.54 - \$0.57	\$0.55 – \$0.58
G&A – Cash NPP (\$/MCFE)	\$0.16 - \$0.18	\$0.16 – \$0.18
G&A – Non-cash (\$/MCFE)	\$0.12 - \$0.14	\$0.13 – \$0.15
TOTAL G&A (\$/MCFE)	\$0.82 - \$0.89	\$0.84 – \$0.91
DD&A (\$/MCFE)	\$2.95 - \$3.15	\$2.95 – \$3.15
Non-cash interest expense (\$MM)	\$3.6	\$15.0
Effective income tax rate range		37.4% - 37.9%
% of income tax that is current		<10%

# Summarized Oil Hedging Position\*

## Oil Swaps - NYMEX Equivalent

	<u>Bbls</u>	<u>\$/Bbl</u>
<b>2011</b>		
Q1	418,000	\$ 70.36
Q2	367,800	\$ 69.49
Q3	327,800	\$ 68.63
Q4	325,400	\$ 73.51
<b>2011 Total</b>	1,439,000	
<b>2012</b>		
Q1	402,500	\$ 81.68
Q2	384,900	\$ 81.83
Q3	369,900	\$ 81.49
Q4	356,900	\$ 85.72
<b>2012 Total</b>	1,514,200	
<b>2013</b>		
Q1	105,800	\$ 84.19
Q2	188,800	\$ 84.36
Q3		
Q4		
<b>2013 Total</b>	294,600	
<b>Grand Total</b>	3,247,800	

## Oil Collars - NYMEX Equivalent

	<u>Bbls</u>	<u>Ceiling \$/Bbl</u>	<u>Floor \$/Bbl</u>
<b>2011</b>			
Q1	305,250	\$ 63.70	\$ 50.00
Q2	627,050	\$ 86.89	\$ 65.25
Q3	576,750	\$ 84.69	\$ 63.81
Q4	514,850	\$ 81.73	\$ 61.86
<b>2011 Total</b>	2,023,900		
<b>2012</b>			
Q1	391,300	\$ 109.96	\$ 76.58
Q2	371,500	\$ 109.88	\$ 76.55
Q3	346,800	\$ 109.70	\$ 76.45
Q4	325,000	\$ 109.60	\$ 76.34
<b>2012 Total</b>	1,434,600		
<b>2013</b>			
Q1	541,200	\$ 105.92	\$ 77.85
Q2	430,200	\$ 108.23	\$ 72.97
Q3	597,300	\$ 107.14	\$ 72.05
Q4	577,800	\$ 117.40	\$ 80.00
<b>2013 Total</b>	2,146,500		
<b>Grand Total</b>	5,605,000		

# Summarized Gas and NGL Hedging Position\*

## Natural Gas Swaps - NYMEX Equivalent

	<u>MMBTU</u>	<u>\$/MMBTU</u>
<b>2011</b>		
Q1	4,420,000	\$ 6.99
Q2	4,090,000	\$ 6.13
Q3	3,780,000	\$ 6.28
Q4	4,730,000	\$ 6.08
<b>2011 Total</b>	17,020,000	
<b>2012</b>		
Q1	4,240,000	\$ 6.21
Q2	3,530,000	\$ 5.64
Q3	3,250,000	\$ 5.83
Q4	3,580,000	\$ 5.92
<b>2012 Total</b>	14,600,000	
<b>2013</b>		
Q1	3,400,000	\$ 5.70
Q2	820,000	\$ 5.06
Q3	790,000	\$ 5.06
Q4	750,000	\$ 5.07
<b>2013 Total</b>	5,760,000	
<b>Grand Total</b>	37,380,000	

## Natural Gas Collars - NYMEX Equivalent

	<u>MMBTU</u>	<u>Ceiling \$/MMBTU</u>	<u>Floor \$/MMBTU</u>
<b>2011</b>			
Q1	1,650,000	\$ 6.70	\$ 5.40
Q2	1,655,000	\$ 6.80	\$ 5.51
Q3	1,660,000	\$ 6.78	\$ 5.48
Q4	1,660,000	\$ 6.81	\$ 5.50
<b>2011 Total</b>	6,625,000		
<b>2012</b>			
Q1			
Q2			
Q3			
Q4			
<b>2012 Total</b>	0		
<b>2013</b>			
Q1			
Q2			
Q3			
Q4			
<b>2013 Total</b>	0		
<b>Grand Total</b>	6,625,000		

## Natural Gas Liquid Swaps - Mont. Belvieu

	<u>Bbls</u>	<u>\$/Bbl</u>
<b>2011</b>		
Q1	331,003	\$ 40.34
Q2	301,541	\$ 39.43
Q3	278,811	\$ 39.51
Q4	260,497	\$ 39.55
<b>2011 Total</b>	1,171,852	
<b>2012</b>		
Q1	192,313	\$ 39.75
Q2	183,135	\$ 39.85
Q3	136,640	\$ 36.55
Q4	130,338	\$ 36.67
<b>2012 Total</b>	642,425	
<b>2013</b>		
Q1	84,048	\$ 44.95
Q2		
Q3		
Q4		
<b>2013 Total</b>	84,048	
<b>Grand Total</b>	1,898,325	