

A Responsible California

**Energy Partner** 

November 2021
INVESTOR PRESENTATION







### Disclaimer

The information in this presentation includes forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. All statements, other than statements of historical facts, included in this press release that address plans, activities, events, objectives, goals, strategies, or developments that the Company expects, believes or anticipates will or may occur in the future, such as those regarding financial position; liquidity; cash flows; anticipated financial and operating, results; capital program and development and production plans; operations and business strategy; potential acquisition opportunities; reserves; hedging activities; capital expenditures, shareholder returns or return of capital; payment of or improvement of future dividends; future repurchases of stock or debt; capital investments and other guidance are forward-looking statements. The forward-looking statements in this presentation are based upon various assumptions, many of which are based, in turn, upon further assumptions. Although we believe that these assumptions were reasonable when made, these assumptions are inherently subject to significant uncertainties and contingencies which are difficult or impossible to predict and are beyond our control. Therefore, such forward-looking statements involve significant risks and uncertainties that could materially affect our expected results of operations, liquidity, cash flows and business prospects.

Berry cautions you that these forward-looking statements are subject to all of the risks and uncertainties, incident to the exploration for and development, production, gathering and sale of natural gas, NGLs and oil most of which are difficult to predict and many of which are beyond Berry's control. These risks include, but are not limited to, commodity price volatility; legislative and regulatory actions that may prevent, delay or otherwise restrict our ability to drill and develop our assets, including regulatory approval and permitting requirements; the impact and duration of the ongoing COVID-19 pandemic on demand and pricing levels; legislative and regulatory initiatives in California or our other areas of operation addressing climate change or other environmental, health and safety concerns; investment in and development of competing or alternative energy sources; drilling and other operating risks; uncertainties inherent in estimating natural gas and oil reserves and in projecting future rates of production; cash flow and access to capital; the timing and funding of development expenditures; environmental risks; effects of hedging arrangements; potential shutins of production due to lack of downstream demand or storage capacity; and the other risks described under the heading "Item 1A. Risk Factors" in the Company's Annual Report on Form 10-K for the year ended December 31, 2020 and any subsequent filings with the SEC including the Company's Form 10-Q for the quarter ended September 30, 2021.

You can typically identify forward-looking statements by words such as aim, anticipate, achievable, believe, budget, continue, could, effort, estimate, expect, forecast, goal, guidance, intend, likely, may, might, objective, outlook, plan, potential, predict, project, seek, should, target, will or would and other similar words that reflect the prospective nature of events or outcomes.

Any forward-looking statement speaks only as of the date on which such statement is made, and we undertake no obligation to correct or update any forward-looking statement, whether as a result of new information, future events or otherwise except as required by applicable law. Investors are urged to consider carefully the disclosure in our filings with the Securities and Exchange Commission, available from us via our website, or from the SEC's website at www.sec.gov.

Except as required by law, we undertake no responsibility to publicly revise our forward-looking statements after the date they are made. All forward-looking statements are expressly qualified in their entirety by this cautionary statement. This cautionary statement should also be considered in connection with any subsequent written or oral forward-looking statements that we or persons acting on our behalf may issue. This presentation includes management's projections of certain key operating and financial metrics. Material assumptions include a consistent and stable regulatory environment; timely and available drilling and completion equipment and crew availability and access to necessary resources for drilling, completing and operating wells; availability of capital; and accessibility to transport and sell oil and natural gas product to available markets. While Berry believes that these assumptions are reasonable in light of management's current expectations concerning future events, the estimates underlying these assumptions are inherently uncertain and speculative and are subject to significant risks and uncertainties discussed above. This presentation has been prepared by Berry and includes market data and other statistical information from sources believed by it to be reliable, including independent industry publications, government publications or other published independent sources. Some data is also based on Berry's good faith estimates, which are derived from its review of internal sources as well as the independent sources described above. Although Berry believes these sources are reliable, it has not independently verified the information and cannot guarantee its accuracy and completeness. While Berry currently expects that its actual results may be materially greater or less than those contained in these projections.

The type curves provided in this presentation are prepared solely by Berry's internal reserve engineers without third-party verification, by conducting a decline curve analysis of production results from Berry's wells to generate an arithmetic mean of historical production for each project. Berry relied on the production results through April 2019 for its own wells that it submitted to the California Geologic Energy Management Division of the California Department of Conservation ("CalGEM"), which results are publicly available at maps.conservation.ca.gov/doggr/wellfinder/#openModal, to generate the type curves. Investors are cautioned not to place undue reliance on Berry's type curves presented herein, and Berry's actual production results and ultimate recoveries may differ substantially.

Proved Reserves and PV-10 based on year end reserves and SEC pricing of \$41.77 Brent and \$2.03 Henry Hub as of December 31, 2020



## Our Long-Term Strategy



Live out of Levered Free Cash Flow<sup>1</sup>



**Return capital to shareholders** 



Maintain low leverage profile



Focus on attractive organic and strategic growth through cycle

<sup>&</sup>lt;sup>1</sup>Levered Free Cash Flow = Adjusted EBITDA – (Capex + Interest Expense + Dividends)

Please see <a href="https://ir.berrypetroleum.com/non-gaap-reconciliations-to-gaap-for-non-GAAP">https://ir.berrypetroleum.com/non-gaap-reconciliations-to-gaap-for-non-GAAP</a> reconciliations to GAAP measures and additional important information.



# Framework for Success Focus on Creating Long-Term Value

#### Levered Free Cash Flow<sup>1</sup>

- Capital program funded from Levered Free Cash Flow<sup>1</sup> today and into the future
- Maintain current production as appropriate in the cycle and pay financial commitments

### **Grow Value**

- Managing value; not production or volume growth
- Directing capital to oil-rich and low risk development opportunities in the San Joaquin "Super" basin
- Assets respond to capital



### **Return of Capital**

- Paying attractive cash dividends
- Returning additional capital to shareholders via opportunistic share buybacks and debt repurchases
- Implementing dynamic Total Shareholder Return Model in 2022



#### **Execution**

- Focus on maximizing operational efficiency, EH&S performance and inventory visibility
- Two-year budget cycle gives flexibility for changing business conditions as they arise

<sup>&</sup>lt;sup>1</sup>Levered Free Cash Flow = Adjusted EBITDA – (Capex + Interest Expense + Dividends)

Please see <a href="https://ir.berrypetroleum.com/non-gaap-reconciliations-to-gaap-for-non-GAAP">https://ir.berrypetroleum.com/non-gaap-reconciliations-to-gaap-for-non-GAAP</a> reconciliations to GAAP measures and additional important information.



# Framework for Success Powered by Our Principles and Assets

# Operational Control and Stable Cost Structure

- Well results are predictable, repeatable and have low risk
- Largest operational cost is steam, forecasted at ~ 1/3
- Hedging purchased gas; long term natural gas pipeline capacity from Rockies
- Efficient cogeneration facilities
- Berry controls its operations with 95% company-wide (99% in CA) Working Interest

### **Balance Sheet Strength**

- Low leverage through the price cycle
- Fund all organic growth with Levered Free Cash Flow<sup>1</sup>
- Return capital to shareholders

### **Highly Oil-Weighted**

- Brent pricing + stable operational costs = High Oil Margins
- Q3 2021 production 88% oil
- 2021 production estimated at ~ 89% oil
- ~30 years of high returning inventory<sup>1</sup>

### Focused on California, Skill Sets and HSE

- Three large California oilfields on the west side of San Joaquin "Super Basin"
- Thermal recovery from heavy oil in shallow reservoirs
- Generations of knowledge and experienced employees
- Safety-First Culture



- Stronger Together
- Own It
- Breed Excellence
- Do the Right Thing
- Responsible



<sup>1</sup> Based on 2021 development pace, and management's expectations Please see <a href="https://ir.berrypetroleum.com/non-gaap-reconciliations-to-gaap">https://ir.berrypetroleum.com/non-gaap-reconciliations-to-gaap</a> for non-GAAP reconciliations to GAAP measures and additional important information



### Our Financial Policy



### **Prudent Balance Sheet Management**

- Target Net Debt to EBITDA of 1.0 2.0x or lower through commodity price cycles
- Deleveraging through organic growth and excess free cash flow



### Intend to return capital to shareholders in meaningful amounts

- Implementing Total Shareholder Return Model in 2022
- Targeting a top-tier dividend yield



### Disciplined and Returns-Focused Capital Spend

- Fund our base production organically while producing positive Levered Free Cash Flow<sup>1</sup>
- Use other sources of capital for accretive strategic acquisitions that support the long-term leverage profile
- Maintain capital flexibility and discipline; we can, and have, cut capex in downturns



# Planning for Success in California

### Every barrel we produce is one less barrel imported

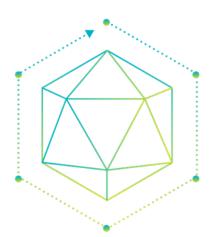
Aggressive outreach team for grasstops/grassroots communication strategy

### Grasstops outreach

- · Lobbyist in Sacramento
- Well-known holistic energy expert
- Initial outreach to potential partners underway

#### Grassroots outreach

- Focused on general voter education and engagement
- Targeting energy stakeholders, influencers and legislators with a media campaign



### Engaging in all-energy discourse

- Western States Petroleum Association (WSPA)
- California Foundation on Energy and the Environment (CFEE)
- California Economic Summits
- Independent Petroleum Association of America (IPAA)

Remediation
Renewable Energy
Technology

Proactive

environmental

activities



### Operational Commitment to ESG

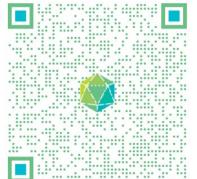






- Board oversight of ESG risks and opportunities
- Internal cross-functional ESG Steering Committee
- Proactive engagement across stakeholder groups including legislators and regulators, investors, employees and communities where we operate
- Safety-first culture
  - Berry EH&S systems and actions drive day-to-day operations and awareness.
  - 2020 Total Recordable Incident Rate of 0.5, our lowest rate
    - TRIR and LTIR below industry averages
  - No Lost Time Incidents in 2020
    - Approaching 600 days\* without a Recordable Injury
- Diverse workforce\*
  - Workforce is over 19% women, compared to 15% in the O&G sector overall
  - 30% minority workforce

\*Data as of 11/01/21







## Berry Overview

Conventional properties in California, Utah and Colorado

California Q3 production of 21,800 Boe/d

California Production: 100% Oil

Proven management team

Established track record of leading public companies

Long production history and operational control

Shallow decline curves with highly predictable production profiles

Low-risk development opportunities

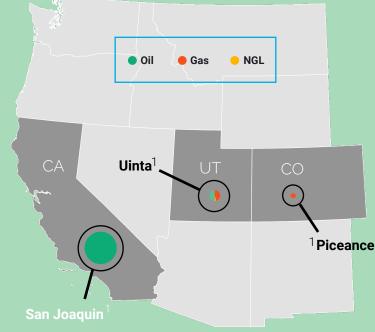
Extensive inventory of high-return drilling locations - >9,500 locations identified

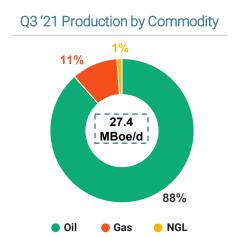
Over 30 years<sup>2</sup> of identified future drilling locations

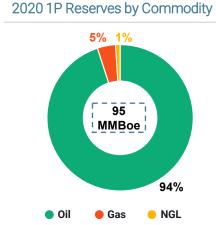
High average working interest (95%) and net revenue interest (90%) at Q3 2021

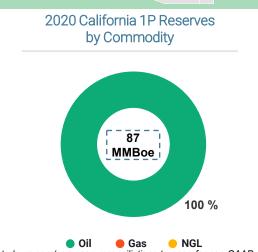
Largely held-by-production acreage (84%), including 91% of California at Q3 2021

Brent-influenced oil pricing dynamics in California





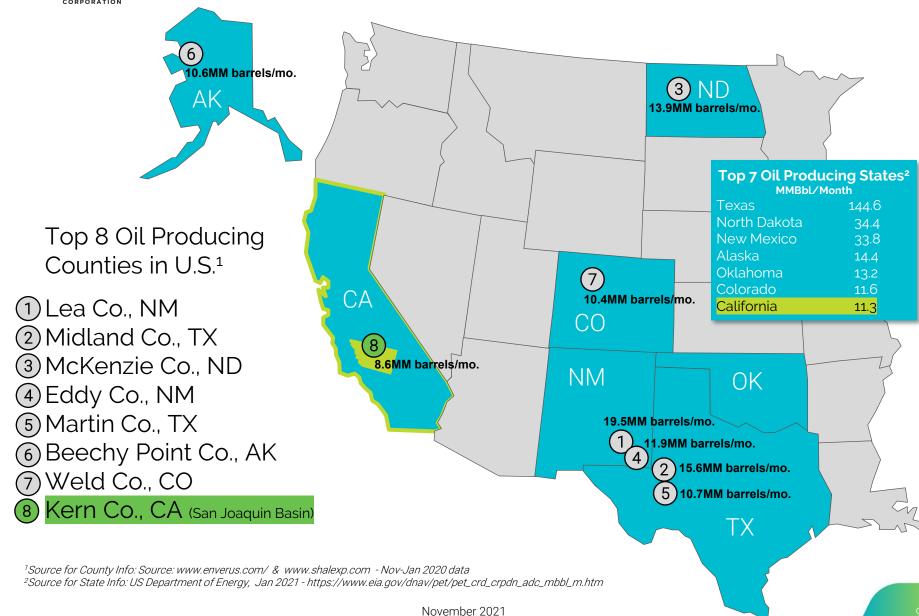




<sup>&</sup>lt;sup>1</sup> Bubble size implies PV-10 value of reserves. | <sup>2</sup> Based on 2021 development pace, and management's expectations | <sup>2</sup> Please see <a href="https://ir.berrypetroleum.com/non-gaap-reconciliations-to-gaap">https://ir.berrypetroleum.com/non-gaap-reconciliations-to-gaap</a> for non-GAAP reconciliations to GAAP measures and additional important information



# Kern County & CA Still Top Oil Producers



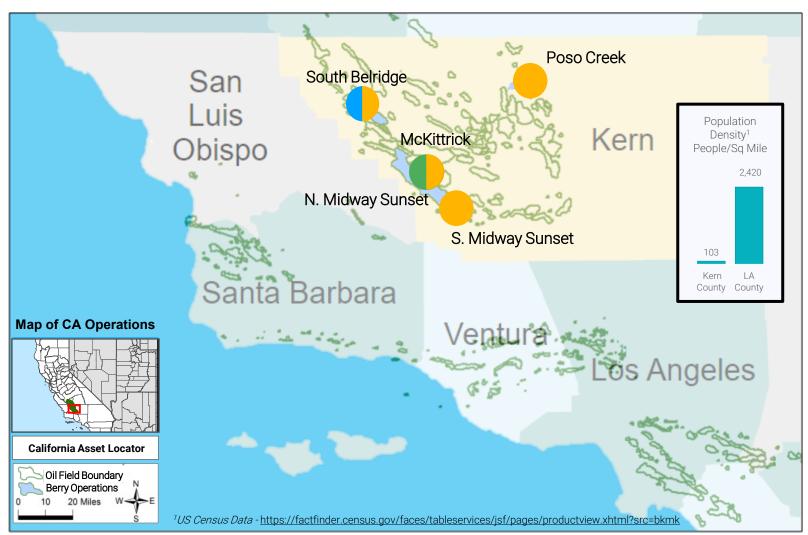


# Focused on Our California San Joaquin Basin Assets



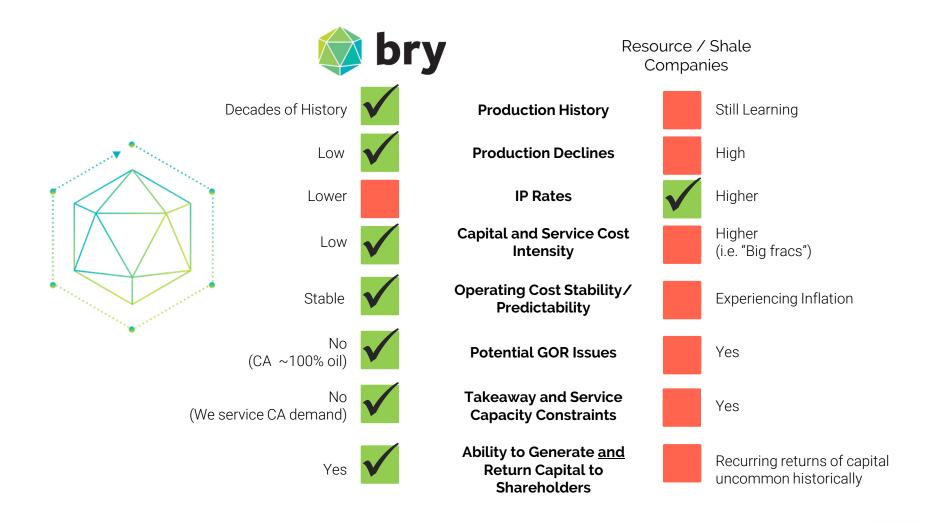
Non-Thermal Diatomite

Thermal Diatomite



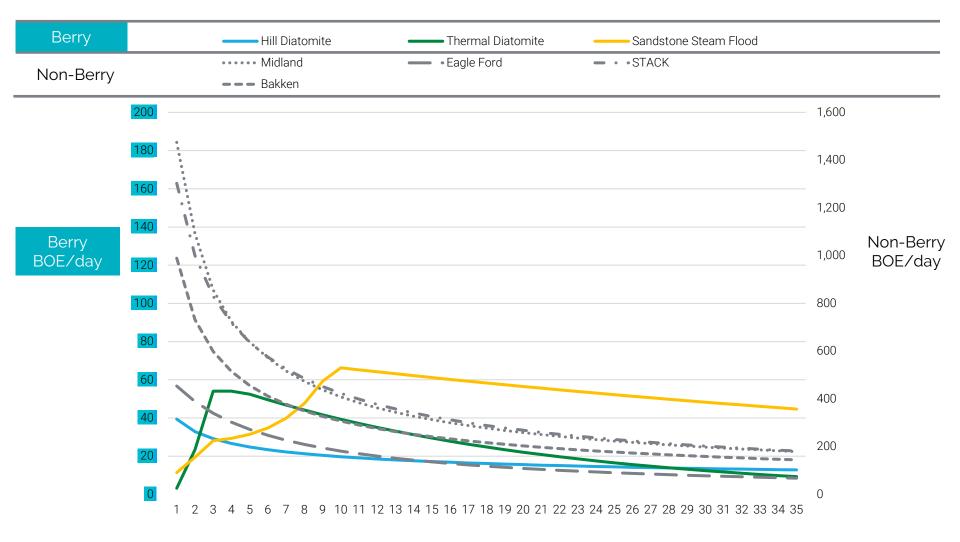


# The Berry Advantage - Ease of Operations





# Type Curve Comparison



#### Month



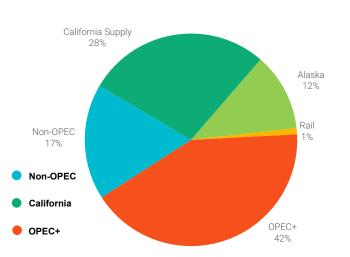
There are <u>no major crude oil pipelines</u> connecting California to the rest of the US.



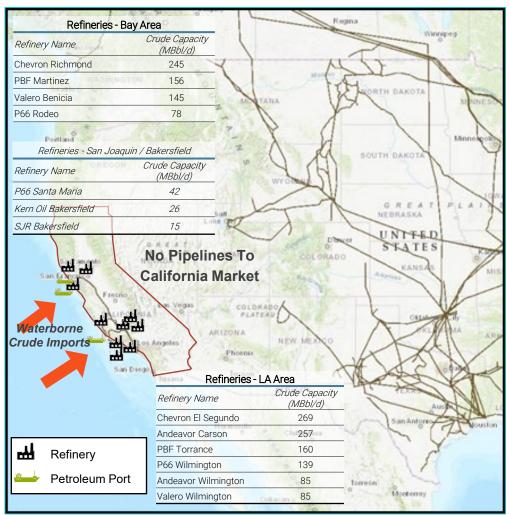
California refiners import ~60% - 70% of supplies from waterborne sources, including approximately 50% from non-US sources driving prices to track closely to Brent (ICE)

>40% of supply comes from OPEC+





# California's Oil Market is Isolated From Rest of Lower 48 -Advantaged Oil Pricing

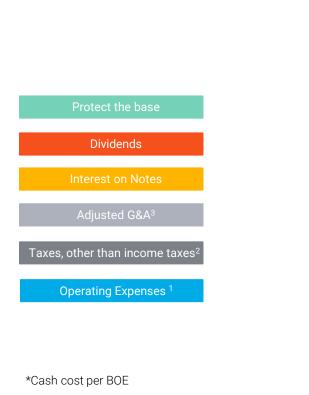


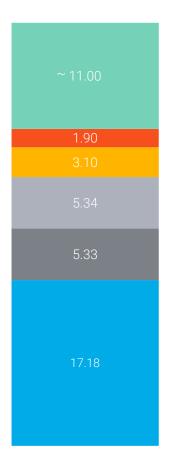


### Stable Cost\* Structure











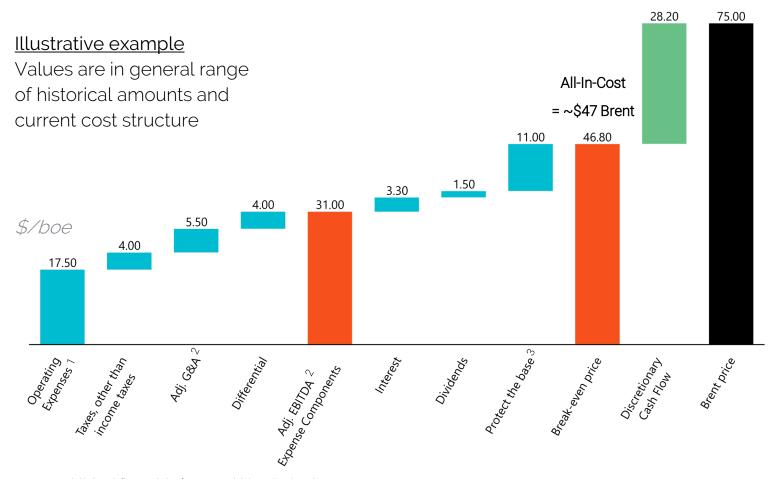
<sup>&</sup>lt;sup>1</sup> We define operating expenses as lease operating expenses, electricity generation expenses, transportation expenses, and marketing expenses, offset by the third-party revenues generated by electricity, transportation and marketing activities, as well as the effect of derivative settlements (received or paid) for gas purchases. Taxes other than income taxes are excluded from operating expenses.

<sup>&</sup>lt;sup>2</sup> Includes greenhouse gas (GHG) costs prior to planned emission reductions by year-end 2021

<sup>&</sup>lt;sup>3</sup> Please see <a href="https://ir.berrypetroleum.com/non-gaap-reconciliations-to-gaap">https://ir.berrypetroleum.com/non-gaap-reconciliations-to-gaap</a> for non-GAAP reconciliations to GAAP measures and additional important information



# Simple Cash Flow Model



Note: See our published financials for actual historical values.

<sup>&</sup>lt;sup>1</sup> We define operating expenses as lease operating expenses, electricity generation expenses, transportation expenses, and marketing expenses, offset by the third-party revenues generated by electricity, transportation and marketing activities, as well as the effect of derivative settlements (received or paid) for gas purchases. Taxes other than income taxes are excluded from operating expenses.

<sup>&</sup>lt;sup>2</sup> Please see https://ir.berrypetroleum.com/non-gaap-reconciliations-to-gaap for non-GAAP reconciliations to GAAP measures and additional important information

<sup>&</sup>lt;sup>3</sup> Excludes ARO amounts which vary by year



# Hedging Update: Oil

mbls/day except %	Q4'21	2022	2023	2024
% of PDP Hedged	75%	75%	75%	50%
Brent Swaps	14.3 \$48.61	9.3 \$66.63	4.4 \$65.26	2.0 \$61.78
Brent Puts - Purchased	3.3 \$60.00	4.5 \$50.00	7.0 \$50.00	4.5 \$50.00
Brent Puts - Sold	-	4.5mbls/d \$40.00	7.0 \$40.00	4.5 \$40.00
Brent Calls – Sold	3.3 \$75.00	-	-	-

We added sold oil put options (Brent) of 500 bbl/d at \$60.00 beginning November 2021 through December 2021, which offset the fourth quarter 2021 purchased oil put options included in the above table. We also added purchased fixed price oil swaps (Brent) of 1,000 bbl/d at \$66.95 beginning January 2022 through December 2022, which partially offset the 2022 fixed price oil swaps included in the table above.



# Hedging Update: Fuel Gas Pipeline Capacity

- In addition to gas purchase derivatives, we have ~15,500 mmbtu/d
  of pipeline capacity starting in Q4'21 which secures a lower price of
  gas than we could generally purchase in California
- Beginning Q2 2022, adding an additional 32,700 mmbtu/d for a total of 48,200 mmbtu/d
- These are long-term agreements, some of which are in place for up to 15 years and allow us to move ours, or other purchased gas, from the Rockies to our operations in California, effectively creating a physical hedge. With the recent sale of our Placerita asset, we will only be about 5,000 mmBTU/d short of our daily demand when we gain full access to our Kern Line capacity



# Hedging Update: Fuel Gas

Gas hedging volumes in MMBtu / day

mmbtu/day except %	Q4'21	2022	2023	2024
% of Fuel Burn¹Hedged	53%	100%	100%	100%
Kern, Delivered Swaps	2,085 \$2.95	-	-	-
Henry Hub – NYMEX Calls - Purchased	19,891 \$4.00	30,000 \$4.00	30,000 \$4.00	25,000 \$4.00
Henry Hub – NYMEX Puts- Sold	19,891 \$2.75	30,000 \$2.75	30,000 \$2.75	25,000 \$2.75
Pipeline Capacity	13,700	48,200 <sup>2</sup>	48,200	48,200

As of September 30, 2021, we also had open swap positions that are excluded from the table above where we are both buyer and seller of equal notional volumes of 12,500 mmbtu/d of fixed price gas sales swaps each indexed to Northwest Pipeline Rocky Mountains and CIG, for the period October 1, 2021, through December 31, 2021. These swap positions effectively cancel each other while resulting in a mark-to-market gain of approximately \$1 million. This gain will be cash settled in 2021 as the positions expire.

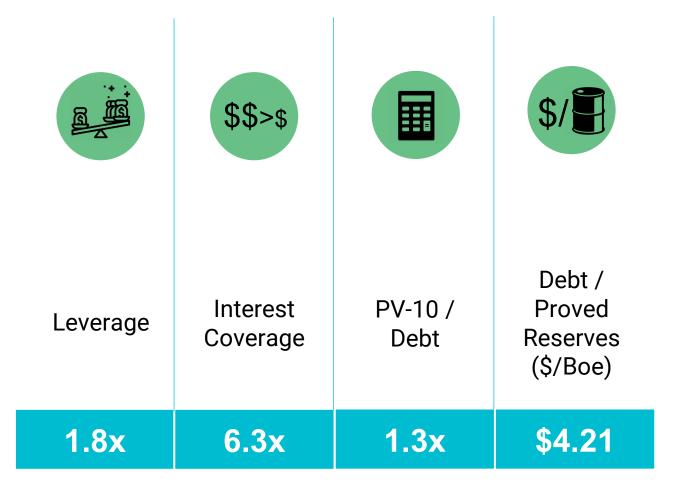
In October we added purchased gas put options (Henry Hub) of 20,000 mmbtu/d at \$2.75 beginning November 2021 through March 2022, which offset the fourth quarter 2021 and first quarter 2022 sold gas put options included in the above table.

<sup>&</sup>lt;sup>1</sup> Assuming 60,000 mmbtu/d fuel gas consumption

<sup>&</sup>lt;sup>2</sup> Starting May 2022



### Financial Metrics



Leverage: Net Debt / TTM Adj. EBITDA (Net Debt = Debt - Cash on hand at quarter end)
Interest coverage = TTM Adj. EBITDA / TTM Interest expense

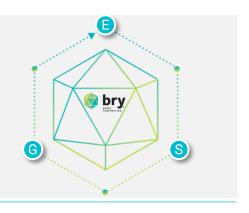
Proved Reserves and PV-10 based on year end reserves and SEC pricing as of December 31, 2020. See disclosures on page 2 for additional information and assumptions Please see <a href="https://ir.berrypetroleum.com/non-gaap-reconciliations-to-gaap">https://ir.berrypetroleum.com/non-gaap-reconciliations-to-gaap</a> for non-GAAP reconciliations to GAAP measures and additional important information



# BRY is a Solution Provider for the Energy Transition and Environmental Goals of the State

### BRY's environmental strategy

- Increase use of renewables for operational energy needs
- Reduce carbon intensity in operations
- Reduce high impact fugitive emissions from idle and orphan wells
- Become a water provider for community and agriculture while minimizing imported water use in operations
- Longer term analysis of BRY's CCS opportunities



### BRY's approach to providing industry solutions

- BRY is on track to reduce its overall GHG emissions by ~15% in 2021 and its per barrel GHG emissions
- BRY acquired C&J Well Services giving the company a profitable and sustainable service business, and the competency to
  reduce fugitive greenhouse gas emissions by plugging and abandoning idle and orphan wells throughout the state of California
- Planned solar projects include a ~1.5 MW solar self-use field electricity installation and a 350 kW solar carport at the Bakersfield office
  - Both projects are expected to be operational by mid-2022 and will reduce the carbon intensity of the company
- Water polishing and sales to agriculture projects are under implementation
- Participated with California Air Resources Board (CARB) in a pilot project to better detect methane leaks
- Acreage in the early stages of evaluation for CCS opportunities
- California has a carbon market with a Low Carbon Fuel Standard (LCFS), cap and trade, and subsidies, which can be managed successfully and economically

<sup>&</sup>lt;sup>1</sup> American Association for the Advancement of Science (EPI study, Evidence in Public Issues).



# Newly Acquired Capabilities to Address California's Emissions Goal

In 2021, BRY acquired C&J's California wells services business positioning BRY to be a leader in California's well abandonment and fugitive emission reduction efforts

and fugitive emission reduction efforts

Well Services Key Capabilities

Key Highlights

#### Capability

Well Services



Water Logistics



Completion & Remedial

#### Description

- Expertise in well intervention services (downhole wellbore equipment, plug and abandon wells, recompletions) using workover rigs and coil tubing units.
- Provide transportation of fluid required for regular well maintenance servicing along with rental equipment for portable storage tanks
- Focus on a range of specialized services and equipment used on a nonroutine basis for well servicing operations

C&J has extensive experience servicing older wells in more populated areas, with an operational reputation of high quality performance

High Volume Well P&A Program		Average 800 - 1,000 + wells per year			
		Equivalent to taking ~2,000 cars and trucks off the road			
High Market Share	<b>√</b>	One of the largest in California			
Strong Customer Base	<b>√</b>	95% of revenue from three largest operators in California by production			
Strong Earnings	✓	>\$30mm annual EBITDA with long history of stable cash flow			
No Fracking Business	✓	Does not conduct hydraulic fracturing operations for any customers			
			In Use	Available*	

Deep Equipment Inventory

 Rigs
 69
 37

 P&A Packages
 9
 8

 Vacuum Trucks
 203
 80

 Rentals
 663
 878

**Large Market Potential** 

~\$6bn associated with idle well management<sup>1</sup>

Source: BRY Management, Company filings

<sup>&</sup>lt;sup>1</sup> Times/Public Integrity analysis of state data provided to S&T council (LA Times, Feb 2020).



### Reconciliation of Non-GAAP Measures

For reconciliations of Non-GAAP to GAAP measures and other important information see <a href="https://ir.berrypetroleum.com/non-gaap-reconciliations-to-gaap">https://ir.berrypetroleum.com/non-gaap-reconciliations-to-gaap</a>

# Appendix



# **Key Company Highlights**

Q3 2021

Q2 2021

Capital Expenditures

\$38mm
Including Capitalized Overhead

\$43mm
Including Capitalized Overhead

Wells Drilled

56
96% California development

5886% California development

Production Mboe/d

27.4
88% Oil

80% California

27.3
88% Oil

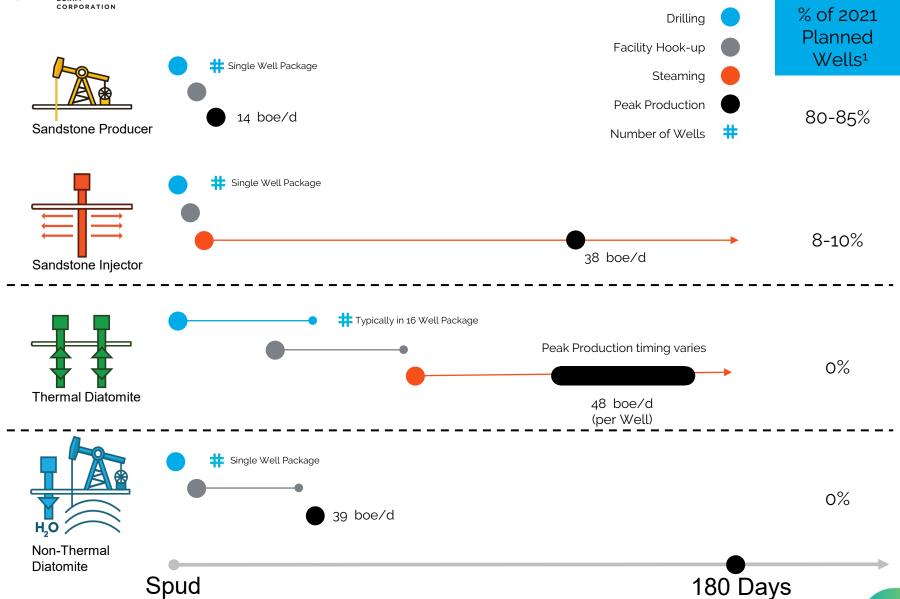
Adjusted EBITDA<sup>1</sup>

\$59mm

\$41mm



### Time to Peak Production



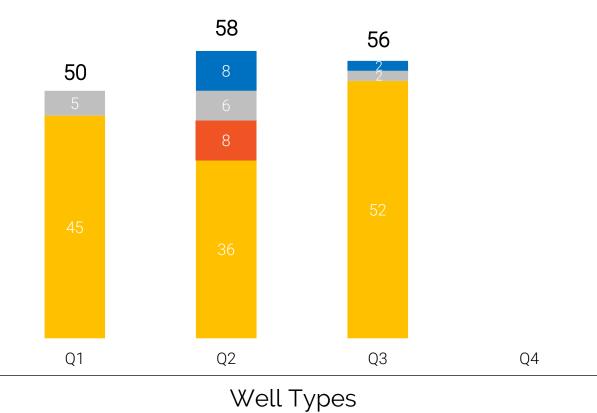
<sup>&</sup>lt;sup>1</sup> Planned drilling of new wells including 5-8% for delineation, observation, & service wells

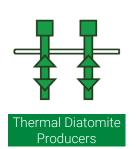


# **Drilling Activity**

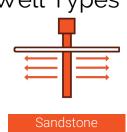
by Well Type

2021









Sandstone Injectors November 2021

Uinta

Delineation



# Status of 2021-2022 CA Legislation

Bill	Date Introduced	Status	Potential Impact on Berry
SB 47 (Limon) – Orphan and idle wells intent bill	12/07/2020	Signed into law	Moderate
SB 25 (Hurtado) – Hydraulic fracturing intent bill (i.e. the moderate alternative to SB 467)	12/07/2020	Senate Natural Resources <sup>1</sup>	Minimal
SB 84 (Hurtado) – Orphan wells (re-introduction of language from Hurtado's bill from last year, SB 1012)	12/07/2020	Signed into law	Minimal
SB 467 (Weiner) - Prohibit new or renewed permits for fracking, acid well stimulation treatments, steam flooding, water flooding and cyclic steaming	02/17/2021	Failed; granted reconsideration <sup>1,2</sup>	Significant
SB 406 (Stern) Notice of Intent - This bill would require the form for the notice to clearly identify whether the well is a critical well, as defined.	02/12/2021	Signed into law	Minimal
SB 419 (Stern) – (As amended) Reestablishes a state agency once called California Volunteers	02/12/2021	Gutted and Amended by Author	No Impact

#### Notes:

SB - Senate Bill

AB - Assembly Bill

SNR - Senate Natural Resources

APPR - Appropriations

<sup>&</sup>lt;sup>1</sup>Two-year bills, can be moved when session resumes

<sup>&</sup>lt;sup>2</sup> Must be acted on by Jan 31, 2021



# Our COVID-19 Response

Berry continues to closely monitor the continuing concerns, guidelines, and recommendations regarding the spread of the novel coronavirus (COVID-19). During this unsettling time, the health and safety of our employees and their families, our communities, healthcare providers and others on the front lines of this pandemic are our top priorities. Not only is it imperative that our people are safe and healthy, but we must continue to supply affordable, reliable, and locally-sourced energy to ensure the economic and social well-being of our customers, serving them as we always do.

#### Here are the some of the important steps we've taken:

- We established our Berry COVID-19 cross-functional response team comprised of the executive team, information technology, human resources, administration, and building management, which for over a year was meeting weekly to review recent developments and guidance, assess the Berry team's work from home status and effectiveness, and identify any appropriate response actions
- We offered *Coronavirus 101 What You Need to Know* training online to ensure our people have the right information to protect, recognize, and prevent the spread of the virus
- To ensure the ongoing safe operations of our critical infrastructure, oil field operations remain business as "almost" usual with essential personnel practicing protective and social distancing measures
- We implemented a temporary flexible *Work From Home* protocol to support our people who are caring for their families and minimize the probability of spreading the COVID-19 virus
- We made donations to several non-profits in our communities to help alleviate the economic and social impacts of
  this unprecedented crisis and established a new corporate matching gift program to support the communities where
  Berry employees live and work, whereby Berry will match employee donations on a \$1 for \$1 basis up to a maximum
  of \$500 per year

Our promise to all stakeholders: we will remain well-informed and prepared to respond to this continuing situation as we continue to conduct our operations in a safe and healthy manner and support the communities in which we work and serve.





