

January 29, 2025

THE LONG PULL: 2025 MOHO Idea Lunch #1 w/ Dillon Potter

A big thank you to Dillon Potter for making our first MOHO Idea Lunch webinar of 2025 a great one.

Dillon is the CFO of a private E&P company.

I spent an hour asking him about the CFO role within E&Ps, how he spends his time, how he thinks about capital allocation, what many generalist investors miss when analyzing publicly traded E&P companies, and the nuances of E&P finance.

Dillon is one of the sharpest E&P experts I know. He lives and breathes the stuff daily, and I always ping him when researching a new E&P stock. You'll love this episode.

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$ \begin{array}{c ccccccccccccccccccccccccccccccccccc$	2	2025 -	139.14	<u> </u>	909.25	105.75	691.03	63.89						
$ \begin{array}{c ccccccccccccccccccccccccccccccccccc$	2	2026	49.55		591.33	37.66								
$\frac{1}{2029} = \frac{1}{9.67} \cdot \frac{1}{329.81} \cdot \frac{1}{7.55} \cdot \frac{1}{250.65} \cdot \frac{1}{64.44} \cdot \frac{1}{3.68} \cdot \frac{473.45}{473.45} = \frac{922.40}{922.40} = 0.00$ $\frac{1}{2010} = \frac{6.33}{6.33} \cdot \frac{295.20}{295.20} \cdot \frac{4.81}{4.81} \cdot \frac{224.35}{200.81} \cdot \frac{66.47}{68.55} \cdot \frac{3.79}{3.90} \cdot \frac{319.60}{247.25} \cdot \frac{850.29}{783.16} \cdot \frac{0.000}{0.00}$ $\frac{2031}{2031} \cdot \frac{4.75}{4.75} \cdot \frac{264.22}{203.11} \cdot \frac{2}{2.71} \cdot \frac{1}{180.20} \cdot 70.70}{2033} \cdot \frac{2.67}{2.11.62} \cdot \frac{2}{2.03} \cdot \frac{1}{1180.20} \cdot 70.70}{2.033} \cdot \frac{4.00}{146.02} \cdot \frac{164.24}{643.32} \cdot \frac{0.00}{2.000}$ $\frac{2034}{2.000} \cdot \frac{169.54}{1.33} \cdot \frac{1}{125.14} \cdot \frac{1}{22.143} \cdot \frac{1}{23.85} \cdot \frac{72.00}{72.00} \cdot \frac{4.00}{109.54} \cdot \frac{1}{515.39} \cdot \frac{0.00}{2.000}$ $\frac{2035}{2035} \cdot \frac{1}{1.50} \cdot \frac{169.54}{1.53} \cdot \frac{1}{14} \cdot \frac{128.85}{125.65} \cdot \frac{72.00}{72.00} \cdot \frac{4.00}{4.00} \cdot \frac{82.17}{64.51} \cdot \frac{515.39}{0.00} \cdot \frac{0.00}{2.000}$ $\frac{2035}{2035} \cdot \frac{1}{1.50} \cdot \frac{169.54}{1.53} \cdot \frac{1}{14} \cdot \frac{128.85}{125.63} \cdot \frac{72.00}{72.00} \cdot \frac{4.00}{4.00} \cdot \frac{82.17}{64.251} \cdot \frac{1}{0.00} \cdot \frac{1}{2.000}$ $\frac{2036}{2035} \cdot \frac{1}{1.3} \cdot \frac{1}{125.14} \cdot \frac{0.66}{103.19} \cdot \frac{72.00}{72.00} \cdot \frac{4.00}{4.00} \cdot \frac{61.78}{64.2651} \cdot \frac{625.21}{0.00} \cdot \frac{0.00}{2.000}$ $\frac{2038}{2039} \cdot \frac{0.63}{0.63} \cdot \frac{1}{21.53} \cdot \frac{0.48}{92.37} \cdot \frac{92.00}{72.00} \cdot \frac{4.00}{4.00} \cdot \frac{34.66}{330.70} \cdot \frac{330.70}{0.00} \cdot \frac{0.00}{2.00}$ $\frac{1}{2039} \cdot \frac{0.48}{0.66} \cdot \frac{5}{5,139.23} \cdot \frac{1}{204.49} \cdot \frac{3.905.81}{3.905.81} \cdot \frac{64.06}{3.76} \cdot \frac{3.76}{13.099.05} \cdot \frac{1}{14.668.74} \cdot \frac{0.00}{0.00}$ $\frac{1}{14.668.74} \cdot \frac{0.00}{0.00} \cdot \frac{1}{14.668.74} \cdot \frac{0.00}{0.00} \cdot \frac{1}{14.668.74} \cdot \frac{0.00}{0.00}$ $\frac{1}{1} \cdot \frac{1}{269.06} \cdot \frac{5}{5,139.23} \cdot \frac{1}{204.49} \cdot \frac{1}{3.905.81} \cdot \frac{64.06}{3.76} \cdot \frac{3.76}{13.099.05} \cdot \frac{1}{14.668.74} \cdot \frac{0.00}{0.00}$ $\frac{1}{1} \cdot \frac{1}{14.668.74} \cdot $	2	2027	28.75			21.85								
$\frac{1}{2025} = \frac{1}{200} + 1$	2	2028	16.71			12.70								
$\frac{2000}{201} = \frac{4.75}{264.22} = \frac{3.61}{220.22} = \frac{200}{3.61} = \frac{200.81}{200.81} = \frac{68.55}{68.55} = \frac{3.90}{3.90} = \frac{247.25}{247.25} = \frac{783.16}{783.16} = \frac{0.00}{0.00}$ $\frac{2012}{2013} = \frac{2.67}{2.00} = \frac{211}{2.00} = \frac{211}$	2	2029	9.67		329.81	7.35	250.65	64.44	3.68	473.45	922.40	0.00		
$\begin{array}{c ccccccccccccccccccccccccccccccccccc$	2	2030	6.33	•	295.20	4.81	224.35	66.47	3.79	319.60	850.29			
$\frac{1}{2632} = \frac{1}{2637} = \frac{1}{21162} = \frac{1}{203} = \frac{1}{10033} = \frac{1}$			4.75		264.22	3.61	200.81	68.55	3.90		783.16			
$\frac{2034}{2034} = \frac{2.00}{2.00} = \frac{189.41}{1.50} = \frac{1.52}{1.43.95} = \frac{143.95}{72.00} = \frac{4.00}{1.09.54} = \frac{109.54}{575.81} = \frac{0.00}{0.00}$ $\frac{2035}{2035} = \frac{1.50}{1.13} = \frac{109.54}{1.13} = \frac{1.14}{1.13} = \frac{128.85}{1.563} = \frac{72.00}{72.00} = \frac{4.00}{4.00} = \frac{61.78}{61.78} = \frac{462.51}{462.51} = \frac{0.00}{0.00}$ $\frac{2037}{2038} = \frac{0.63}{0.63} = \frac{121.53}{121.53} = \frac{0.46}{0.48} = \frac{92.37}{72.00} = \frac{4.00}{4.00} = \frac{34.66}{3.30} = \frac{369.47}{0.00}$ $\frac{2038}{2039} = \frac{0.48}{0.48} = \frac{108.78}{0.36} = \frac{0.36}{82.67} = \frac{72.00}{72.00} = \frac{4.00}{4.00} = \frac{34.66}{330.70} = \frac{369.47}{0.00}$ $\frac{1.135}{269.06} = \frac{5,139.23}{5,139.23} = \frac{1.02}{475.21} = \frac{72.00}{72.00} = \frac{4.00}{4.00} = \frac{73.79}{13,099.05} = \frac{1.900.82}{14,668.74} = \frac{0.00}{0.00}$ $\frac{1.00}{100} = \frac{1.35}{120.00} = \frac{5,139.23}{130.905.81} = \frac{1.02}{64.06} = \frac{3.76}{3.76} = \frac{13,099.05}{13,099.05} = \frac{1.4668.74}{14,668.74} = \frac{0.00}{0.00}$ $\frac{1.00}{100} = \frac{1.00}{100} = \frac{1.00}{10$	- 2	2032	3.57		237.11	2.71	180.20	70.70						
$\frac{1004}{263} = \frac{100}{100} + \frac{100}{100} +$	2	2033	2.67		211.62	2.03	160.83	72.00						
$\frac{1003}{2037} = \frac{1103}{0.48} = \frac{112}{152.14} = \frac{112}{0.66} = \frac{111563}{11563} = \frac{72.00}{72.00} = \frac{4.00}{0.00} = \frac{61.78}{61.78} = \frac{462.51}{462.51} = \frac{0.00}{0.00} = \frac{1000}{2039} = \frac{112}{0.48} = \frac{112}{0.48} = \frac{112}{0.237} = \frac{1000}{2037} = \frac{1000}{2039} = \frac{1000}{0.48} = \frac{1000}{12037} = \frac{1000}{0.48} = $	2	2034	2.00	1	189.41	1.52	143,95	72.00	्थ.00	109.54	575.81	0.00		
2036 1.13 152.14 0.86 115.63 72.00 4.00 61.78 442.51 0.00 2037 0.84 135.78 0.64 103.19 72.00 4.00 462.0 412.78 0.00 2038 0.63 121.53 0.48 92.37 72.00 4.00 34.66 369.47 0.00 2039 0.48 108.78 0.36 82.67 72.00 4.00 26.00 330.70 0.00 Total 269.06 5,139.23 204.49 3.905.81 64.06 3.76 13.099.05 14,668.74 0.00 Ult 269.06 5,139.23 204.49 3.905.81 64.06 3.76 13.099.05 14,668.74 0.00 Well Net Tax Net Net Net Net Net Net Net Net Net Cash Flow Cash Flow Cash Flow (MS) (MS) (MS) (MS) (MS) MS) MS MS) MS Net Net Net Net Net Net Net	2	2035	1.50		169.54	1.14	128.85	72.00	4.00	82.17	515.39			
2003 0.63 121.33 0.48 92.37 72.00 4.00 34.66 369.47 0.00 2038 0.48 108.78 0.36 82.67 72.00 4.00 34.66 369.47 0.00 2039 0.48 108.78 0.36 82.67 72.00 4.00 26.00 330.70 0.00 Rem 1.35 625.27 1.02 475.21 72.00 4.00 73.79 1.900.82 0.00 Total 269.06 5,139.23 204.49 3.905.81 64.06 3.76 13.099.05 14.668.74 0.00 Ult 269.06 5,139.23 204.49 3.905.81 64.06 3.76 13.099.05 14.668.74 0.00 Ult 269.06 5,139.23 204.49 3.905.81 64.06 3.76 13.099.05 14.668.74 0.00 Vear Well Net Tax Net Tax<					152.14	0.86	115.63	. 72.00	4.00	61.78	462.51			
2003 0.08 1.07.8 0.36 82.67 72.00 4.00 26.00 330.70 0.00 Rem 1.35 625.27 1.02 475.21 72.00 4.00 73.79 1.900.82 0.00 Total 269.06 5,139.23 204.49 3.905.81 64.06 3.76 13.699.05 14,668.74 0.00 Uit 269.06 5,139.23 Net Net Net Net Net Net S.76 13.699.05 14,668.74 0.00 Vear Well Net Tax Net Tax Net Investment Lease Costs Well Costs Other Profits Annual Cash Flow Cash Flow (MS) (MS) <td>2</td> <td>2037</td> <td>0.84</td> <td></td> <td>135.78</td> <td>0.64</td> <td>103.19</td> <td>72.00</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>	2	2037	0.84		135.78	0.64	103.19	72.00						
Rem 1.35 62.5.27 1.02 475.21 72.00 4.00 73.79 1.900.82 0.00 Total 269.06 5,139.23 204.49 3,905.81 64.06 3.76 13,099.05 14,668.74 0.00 Ult 269.06 5,139.23 Count Production Net Tax Net Net Net Costs Costs Profits Cash Flow Cash Flow Cash Flow CMS) (MS) (MS	2	2038	0.63		121.53	0.48	92.37	72.00						
Weil Net Tax N	2	2039	0.48		108.78	0.36	82.67	72.00	4.00	26.00	330.70	0.00		
Weil Net Tax N								-						
Vite 263.06 5,139.23 Vear Weil Net Tax Production (MS) Net Tax (MS) Net Net Investment (MS) Net (MS)	1	Rem	1.35											
Weil Net Tax Net Tax Net Net Net Other Net Annual Cum Disc. Year Count Production AdValorem Investment Lease Costs Well Costs Costs Profits Cash Flow Cash Flow (MS) (MS) (MS) (MS) (MS) (MS) (MS) (MS) (MS)	1	Total	269.06	i :	5,139.23	204.49	3,905.81	64.06	3.76	13,099.05	14,668.74	0.00		
Year Count Production AdValorem Investment Lease Costs Well Costs Costs Profits Cash Flow Year (MS) (MS) </td <td>1</td> <td>Ult -</td> <td>269.00</td> <td>i - 1</td> <td>5,139.23</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>	1	Ult -	269.00	i - 1	5,139.23									
Year (MS) (MS) (MS) (MS) (MS) (MS) (MS) (MS)			Well N	let Tax	Net Tax	x Net	Net	Net	Other	Net	Annual	Cum Disc.		
(M2) (M2) (21M) (21M) (21M) (21M) (21M) (21M) (21M) (21M)		Year	Count Pr											
2025 1.00 646.08 0.00 12,335.78 0.00 240.00 0.00 0.00 -4,123.15 -4,442.46		_		(MS)	(MS)	(M\$)	(MS)	(MS)	(MS)	(MS)	(MS)	(M\$)		
		2025	1.00	646.08	(0.00 12,335.78	0.00	240.0	0.00	0.00	-4,123.15	-4,442.46		
2026 1.00 264.64 🕘 0.00 0.00 0.00 180.00 0.00 0.00 3,546.76 -1,342.79		2020	1.00	204.04	-	0.00 0.00	0.00	180.0	0.00	0 0.00	3,546.76	-1,342.79		
2027 1.00 181.87 0.00 0.00 0.00 120.00 0.00 0.00 2,259.61 461.39		2027	1.00	181.87		0.00 0.00	0.00	0.0			2,259.61	1 608 12		

Watch the entire webinar here.

How to get in contact with Dillon ...

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