

# MLP & Infrastructure Conference

May 15, 2019



**BLACK STONE**  
MINERALS

[www.blackstoneminerals.com](http://www.blackstoneminerals.com) | NYSE: BSM

# Forward-Looking Statements



This presentation contains “forward-looking statements” within the meaning of the securities laws. All statements, other than statements of historical fact, included in this presentation that address activities, events, or developments that Black Stone Minerals, L.P. (“Black Stone Minerals,” “Black Stone,” “the Partnership,” or “BSM”) expects, believes, or anticipates will or may occur in the future are forward-looking statements. The words “believe,” “expect,” “may,” “estimates,” “will,” “anticipate,” “plan,” “intend,” “foresee,” “should,” “would,” “could,” or other similar expressions are intended to identify forward-looking statements, which are generally not historical in nature. However, the absence of these words does not mean that the statements are not forward-looking.

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You are cautioned not to place undue reliance on forward-looking statements, which speak only as of the date on which such statement is made, and Black Stone Minerals undertakes 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. All forward-looking statements attributable to Black Stone Minerals are qualified in their entirety by this cautionary statement.

# Black Stone Minerals at a Glance



**BSM**  
**LISTED**  
**NYSE**

- ▲ Black Stone Minerals, L.P. is the largest pure-play oil and gas mineral and royalty owner in the United States
- ▲ Over 20 million mineral and royalty acres (7.4 million net) with interests in 41 states

## Enterprise Value<sup>1</sup>

~\$4.4 B

## Current Yield<sup>2</sup>

~8.3% (Distribution)  
~8.9% (DCF)

## 1Q19 Production

46.8 Mboe/d

## Inside Ownership

> 25% Insiders  
> 80% Legacy Owners

1) Adjusted enterprise value includes pref. equity and assumes conversion of 100% of subordinated units into common units; unit price of \$17.79 per unit on May 9, 2019  
2) Distribution yield calculated by annualizing the common distribution for 1Q19 of \$0.37 per unit and DCF yield calculated by annualizing DCF per unit for 1Q19 of \$0.397; respective yields calculated using the unit price of \$17.79 on May 9, 2019

# Benefits of Mineral Ownership

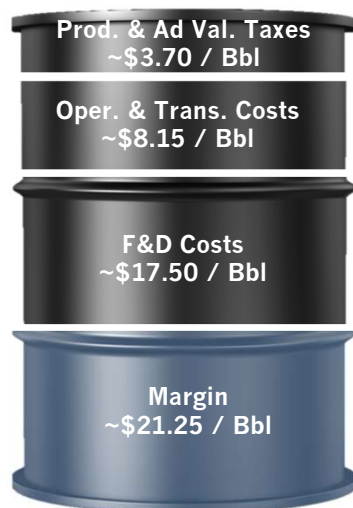


- ▲ Oil and gas exposure with no operating cost or capital spending requirements
- ▲ Direct benefit from technology advances to enhance recovery and well economics
- ▲ Represents perpetual call option on future oil & gas development activity
- ▲ Scale facilitates opportunities to partner with operators to initiate or accelerate drilling

## Comparative Well Economics

**Illustrative Margin<sup>1</sup>** (Assuming \$60 Bbl)

**\$30.65 / 51%**



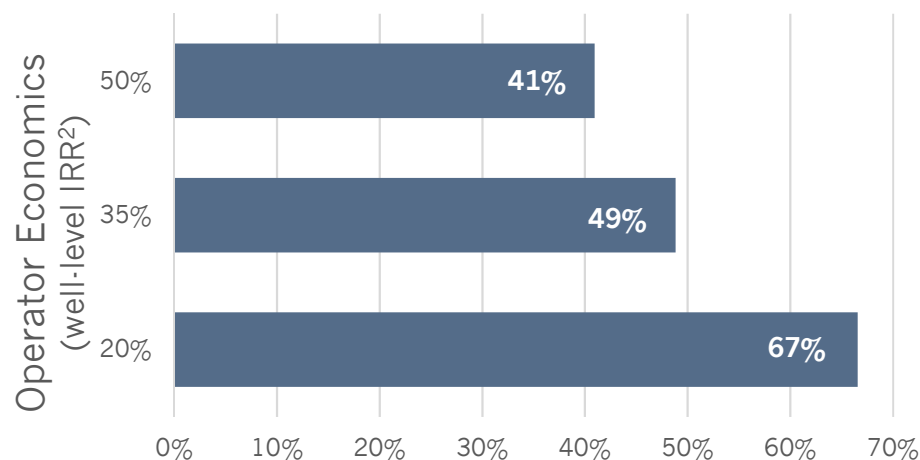
**Working Interest**

**\$56.40 / 94%**



**Royalty**

## % of PV10 to Royalty Owner



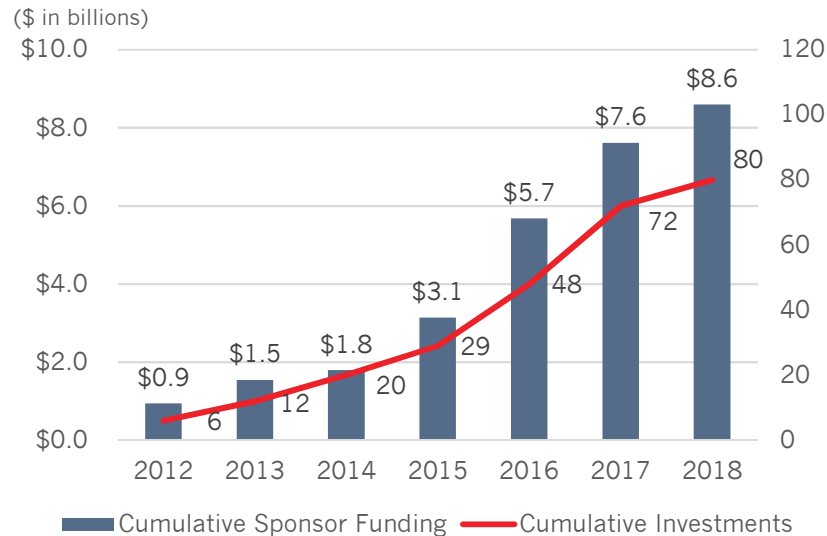
1) Illustrative example.

2) Illustrative well economics assuming 20% royalty; excluding royalty acquisition costs and operator leasing costs.

# Evolution of the Minerals Market

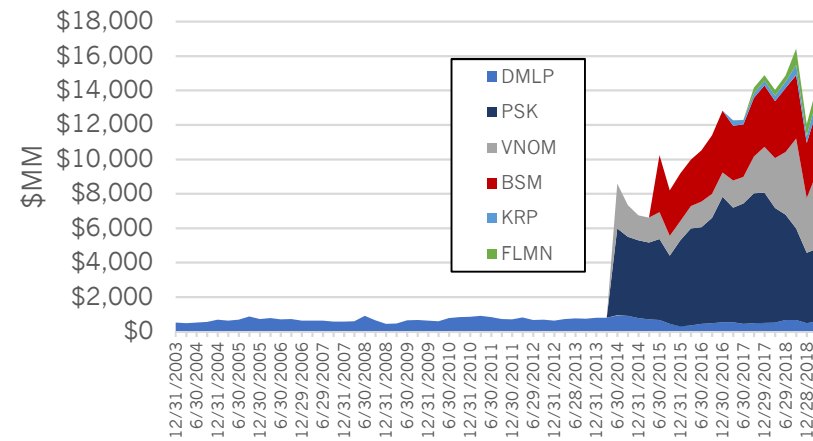


## Sponsors Continue to Ramp-Up Exposure

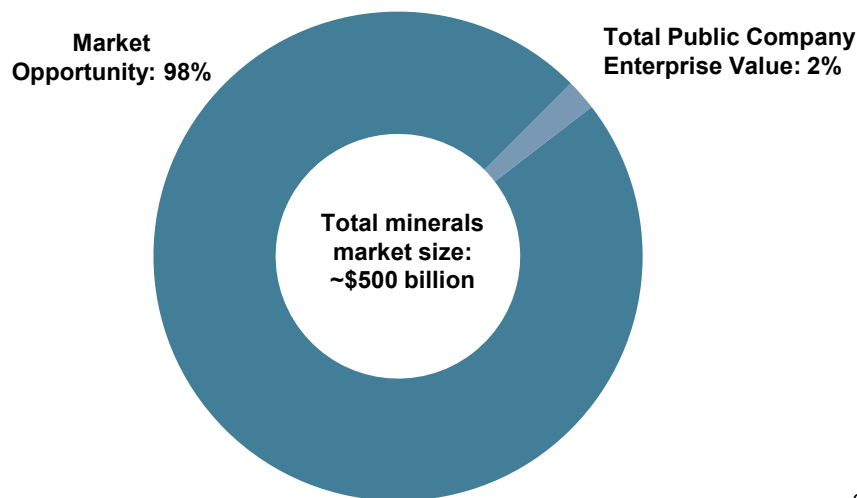


## Public Minerals Sector Expanding

Public Mineral & Royalty Mkt Cap (excl Trusts)



## Sizing the U.S. Minerals Market



## Robust Acquisition Environment

- ▲ Very early stages of consolidation; market remains highly fragmented
- ▲ Monetization options for sellers include sale to a larger public or private entity, or an IPO
- ▲ Private equity's need for liquidity and value enhancement should lead to continued consolidation

# 1Q19 Summary



1Q18

1Q19

## Total Production

(MBoe/d)

↑ ~10%

42.4

46.8

## Royalty Production

(MBoe/d)

↑ ~18%

28.4

33.5

## Realized Price

(\$/Boe, pre-hedge)

↓ ~14%

\$33.10

\$28.34

## Distributable Cash Flow

(\$MM)

↓ ~2%

\$83.4

\$81.7

## Common Distribution

(\$ per unit, annualized)

↑ ~18%

\$1.25

\$1.48

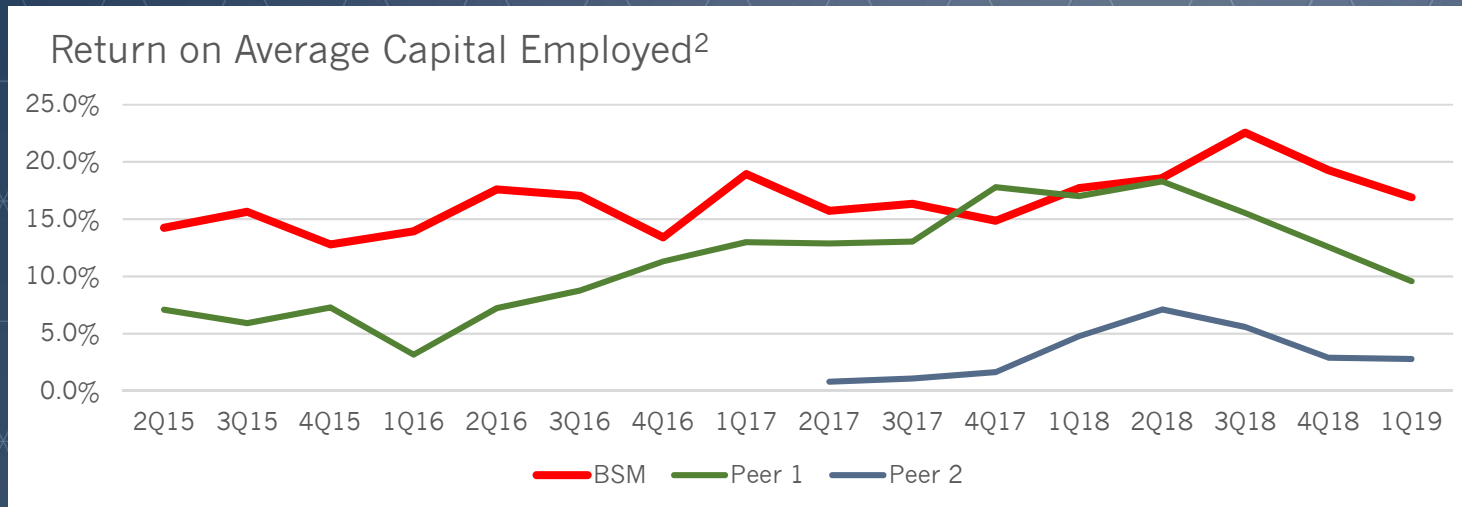
# Generating Returns to Shareholders



## ▲ Long history of returning cash to equity holders

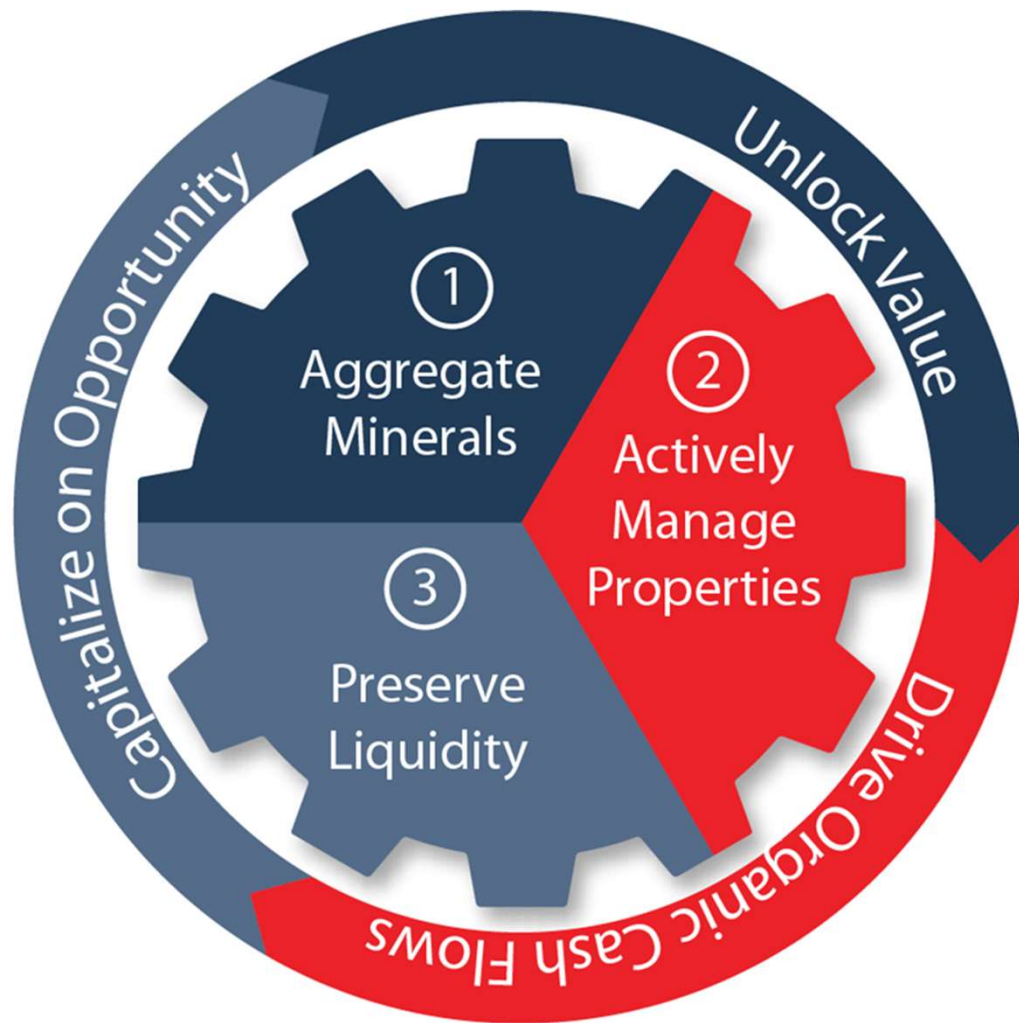
- ▲ >8% cash yield supported by growing free cash flows
- ▲ >\$3 billion returned to investors through distributions over the past 20 years
- ▲ ~3x return on invested capital to date<sup>1</sup>

## ▲ Consistent return performance across commodity cycles



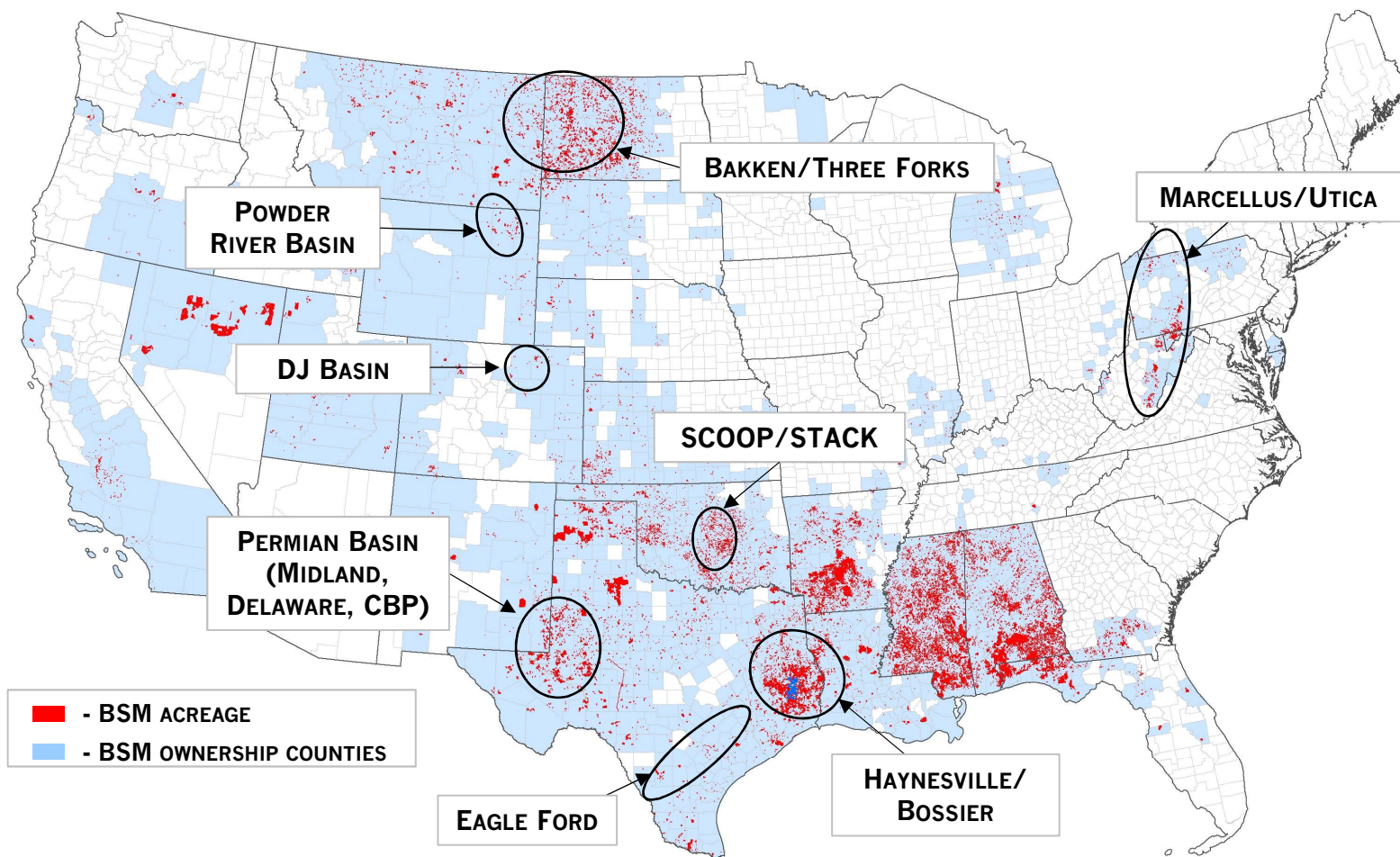
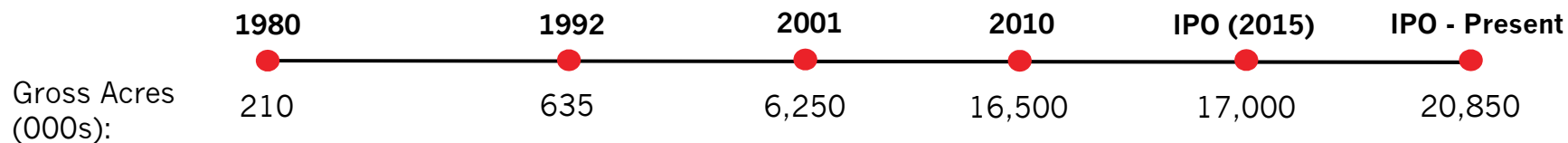
1) Return on Investment (ROI) calculated as (Cumulative Distributions + Adj. BSM Market Cap) / Capital Raised through May 9, 2019  
2) Peers group consists of VNOM and KRP; ROACE calculated as the annualized quotient of quarterly EBIT (Adjusted EBITDA less DD&A) divided by average capital employed during the period; capital employed is defined as the sum of long-term debt, preferred equity, and equity as reported on consolidated quarterly balance sheets

# The Black Stone Business Model



- 1 Continue to enhance scale with an emphasis on building up core positions
- 2 Unlock value of acquired properties through in-house Land, Engineering and Geology groups
- 3 Maintain low leverage levels and ample liquidity to capitalize on acquisition opportunities

# Acquisitions Over Time

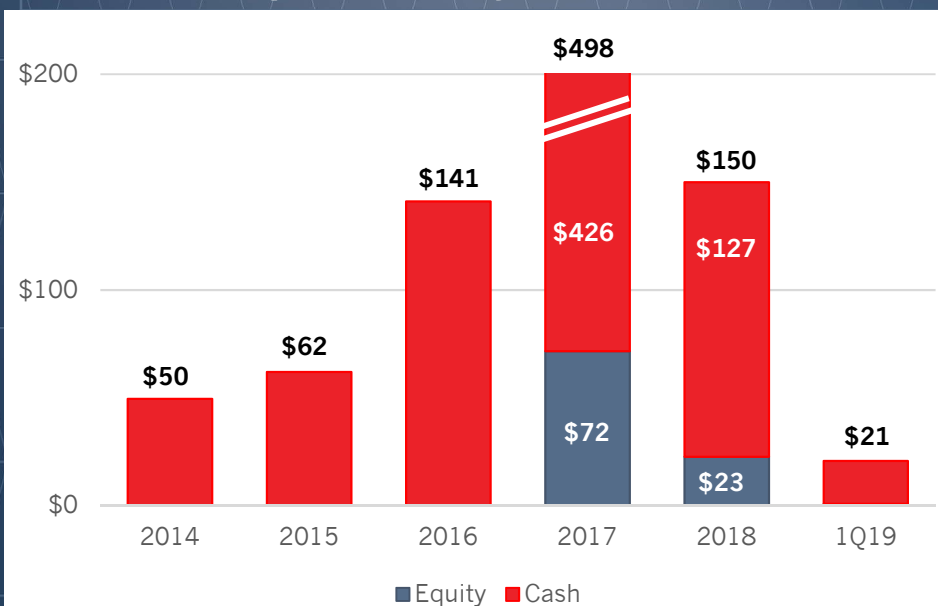


# Recent Acquisition History

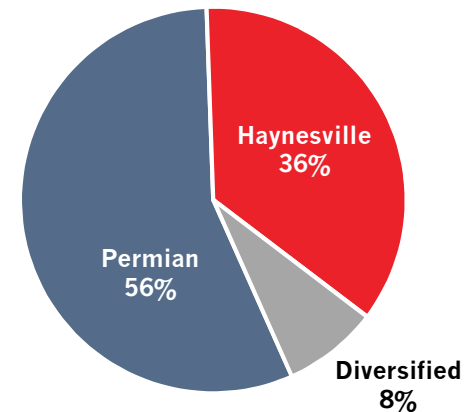


- ▲ Black Stone has added to its core positions while opportunistically pursuing large, diversified mineral packages

## Acquisitions by Year (\$MM)

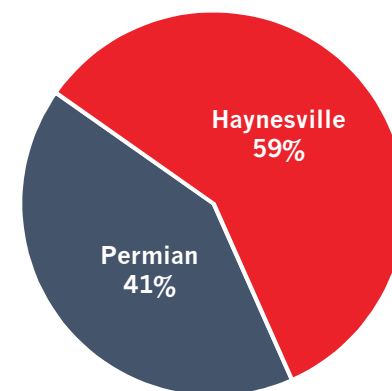


## 2018 Acquisition Profile



\$150 million

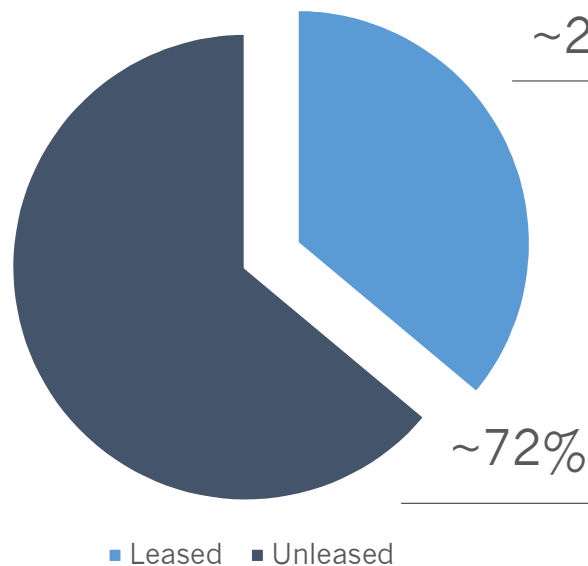
## 1Q19 Acquisition Profile



\$21 million

- ▲ **20 million gross acres (7.4 million net) of opportunity leads to organic growth with no incremental capital requirements**
- ▲ Black Stone's team of landmen, engineers and geologists actively promote its acreage to industry operators

BSM Acreage by Status<sup>1</sup>



## Leased Acreage

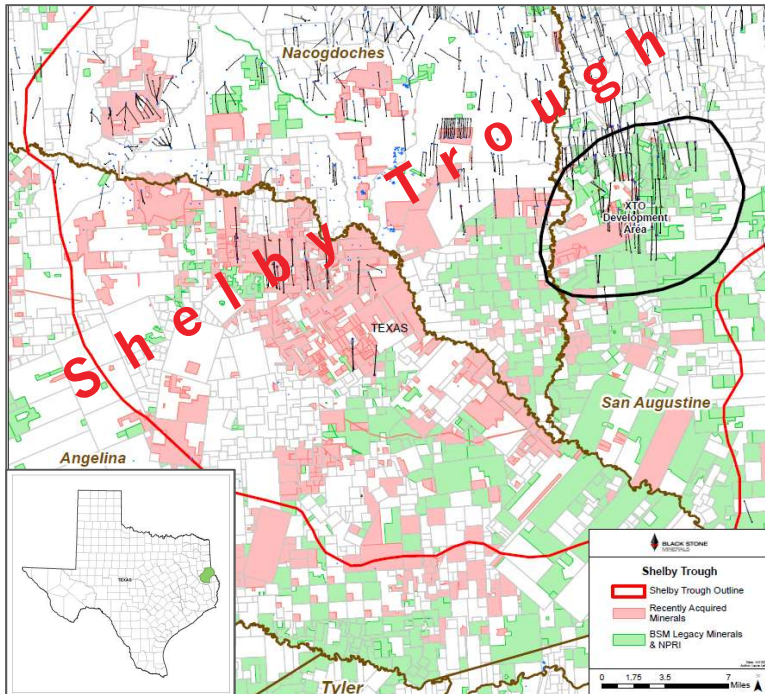
- ▲ Current cash flow
- ▲ Infill and multi-zone development
- ▲ Acceleration opportunities

## Unleased Acreage

- ▲ Lease bonus
- ▲ New production from emerging plays or technological advancements
- ▲ **“Cost-free embedded drop-downs”**

1) As of December 31, 2018; based on gross acres for all interest types

# Mineral Management – Shelby Trough

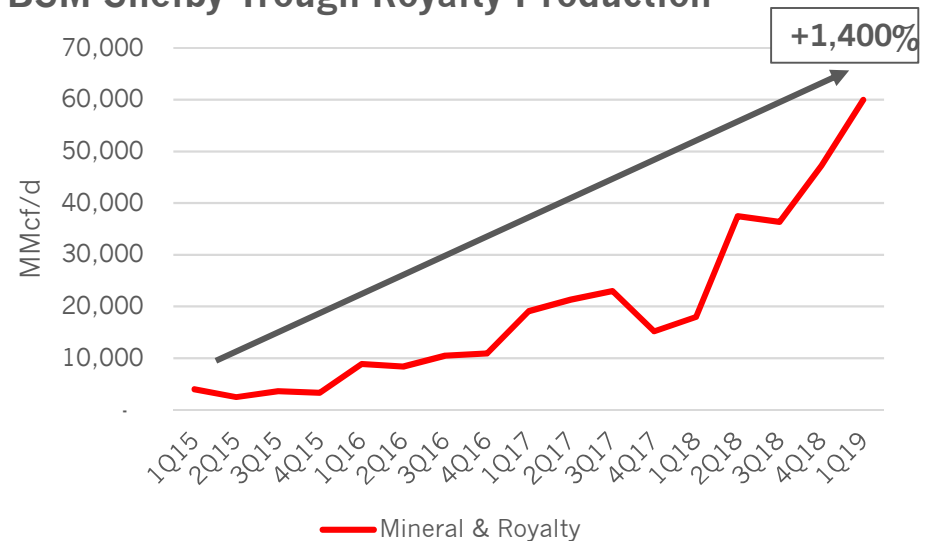


## Development Partners



- ▲ In 2014, the southern portion of the Shelby Trough was relatively undeveloped compared to the rest of the Haynesville / Bossier play
- ▲ BSM invested with XTO to initiate activity and then structured mutually beneficial incentive agreements with XTO and BP
- ▲ Active mineral acquisition program benefitted Black Stone and development partners

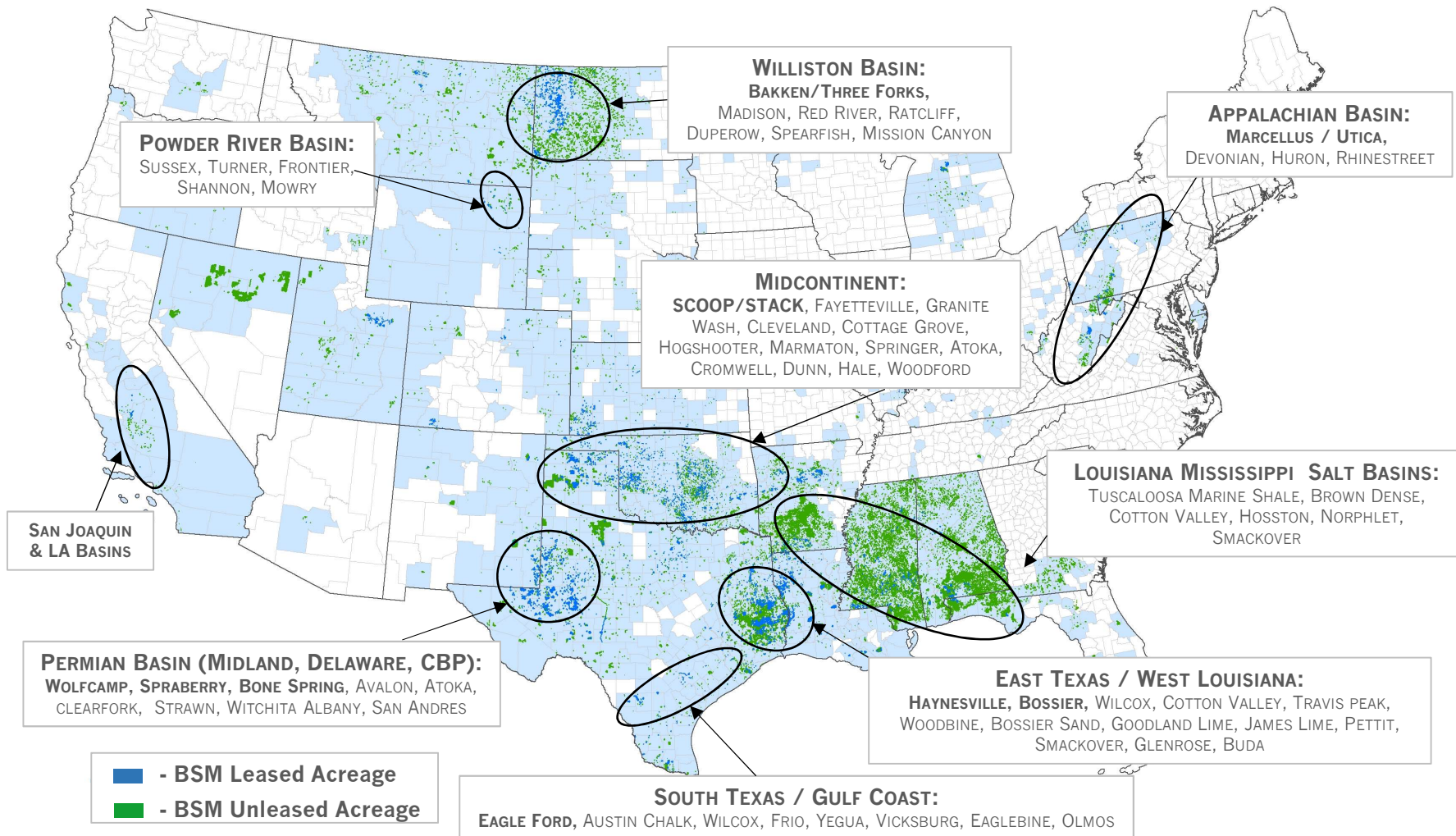
## BSM Shelby Trough Royalty Production



# Active Management – Opportunities



- ▲ Black Stone has leading positions in several of today's most active resource plays, as well as a perpetual call option across the lower 48 in dozens of prospective plays



# Strong Balance Sheet Through Cycles

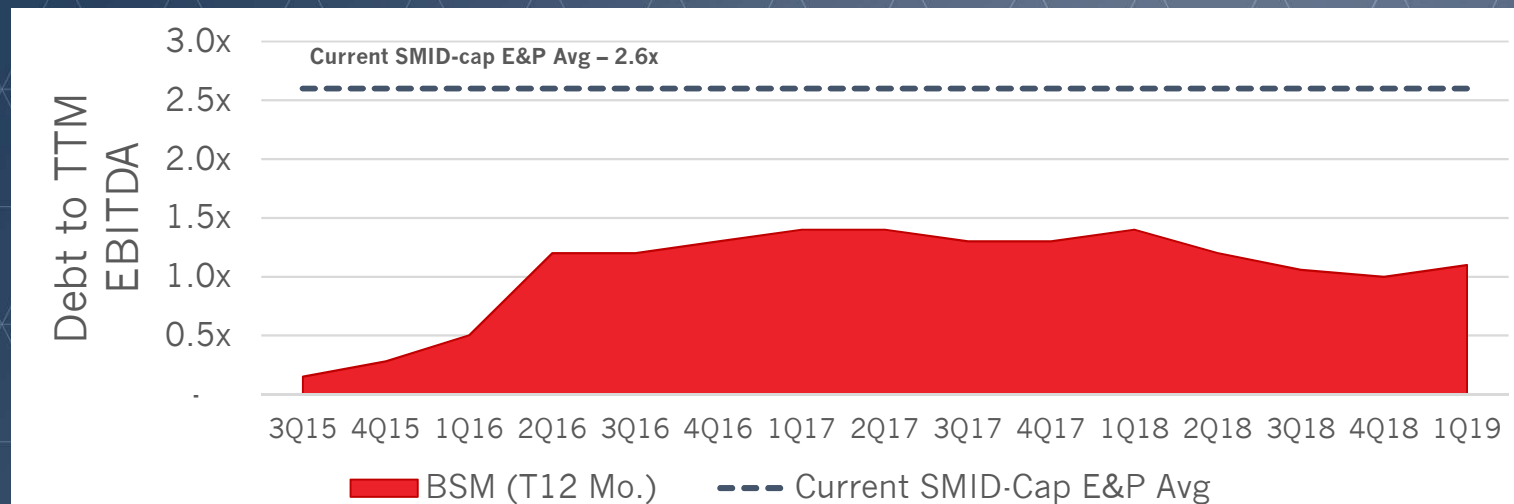


**Strategy: Maximize financing flexibility for new acquisition opportunities**

## ▲ Funding sources

- ▲ Public markets – Approx. \$73 million issued through ATM since through 2018
- ▲ Private capital – \$300 million convertible preferred issued in November 2017
- ▲ Equity issued directly to sellers – Since beginning of 2017, approx. \$95 million issued through 1Q19
- ▲ Credit facility availability – BSM regularly maintains \$100 to \$200 million of dry powder

## ▲ BSM has maintained a strong balance sheet through cycles

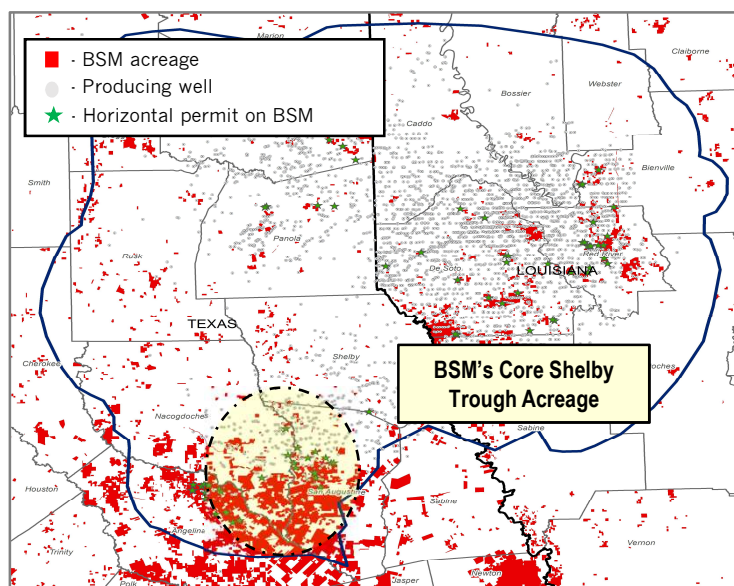


# Near Term Growth Drivers



## Haynesville/Bossier

- ▲ Minerals position concentrated in Shelby Trough, which is delivering among the best economics across the entire play
- ▲ Additional exposure across Texas and Louisiana
- ▲ Proximity to major natural gas hubs and export markets

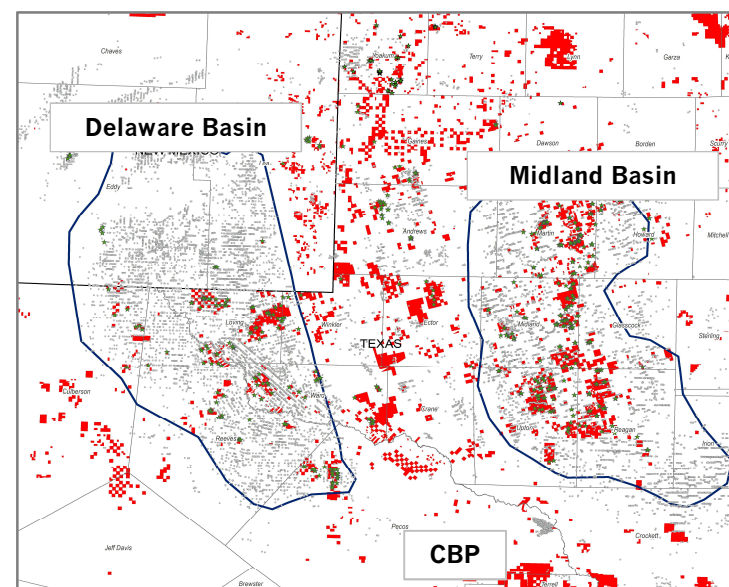


### Active Operators



## Permian

- ▲ Black Stone has a high quality position in the core of the Midland and Delaware basins
- ▲ Significant position in the Central Basin Platform ("CBP") with exposure to emerging plays such as the horizontal San Andres



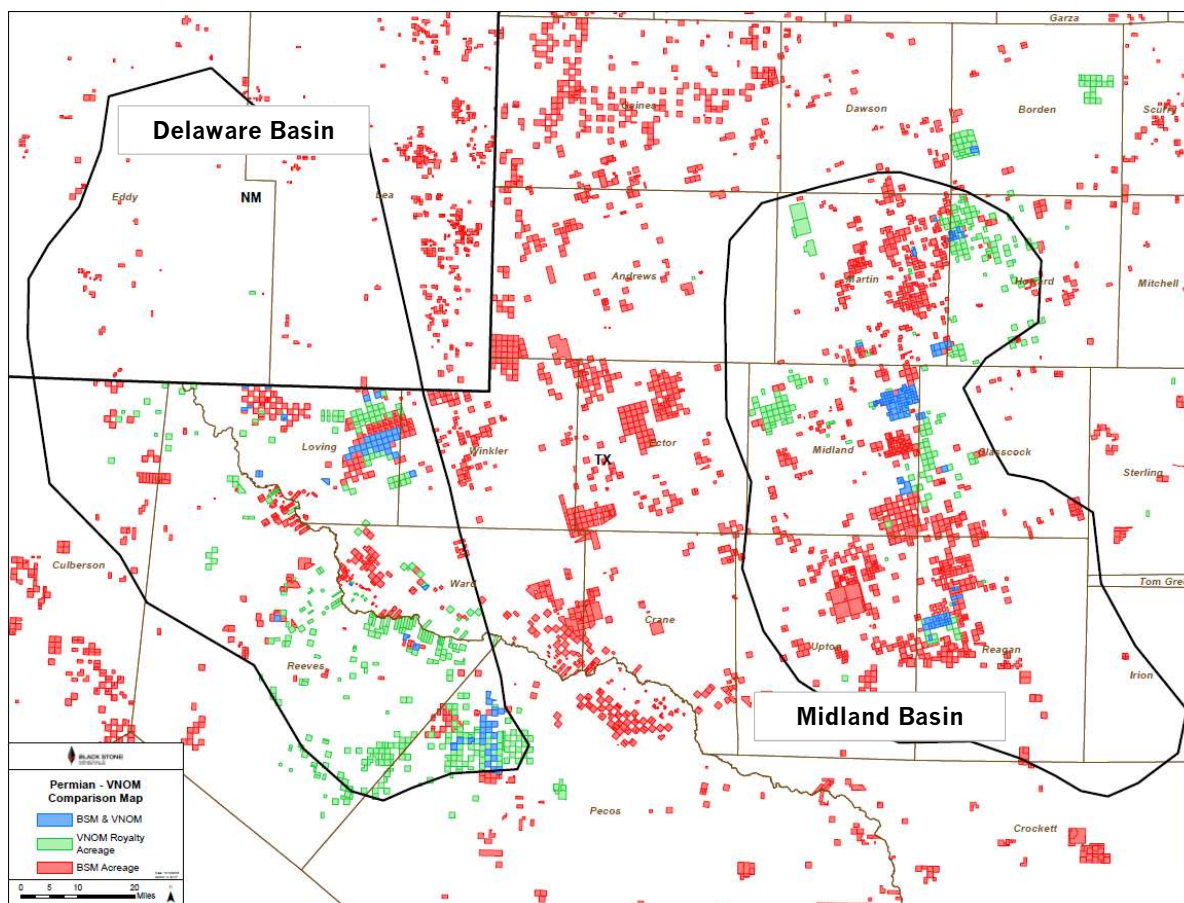
### Active Operators



# High Quality Permian Position



## BSM and VNOM Permian Royalty Acreage



- ▲ Black Stone has meaningful exposure to the rapid development occurring in the Midland and Delaware basins
- ▲ Permian acquisitions have been the largest part of our acquisition effort since IPO, with over \$440 million of assets purchased
- ▲ The Partnership has ~62,000 net royalty acres<sup>1</sup> in the Midland and Delaware Basin (excluding CBP acreage); our position compares favorably with Permian pure play competitors

1) A net royalty acre is defined as one surface acre leased at a 1/8<sup>th</sup> royalty.

# Key Messages



Investors gain exposure to industry-leading minerals portfolio with significant exposure to two of the most active areas in the United States



Upside exposure from increase in commodity prices, accelerated development, and future break-out plays across portfolio



Investors benefit from management team with substantial experience unlocking value from mineral-and-royalty assets



**BLACK STONE**  
MINERALS

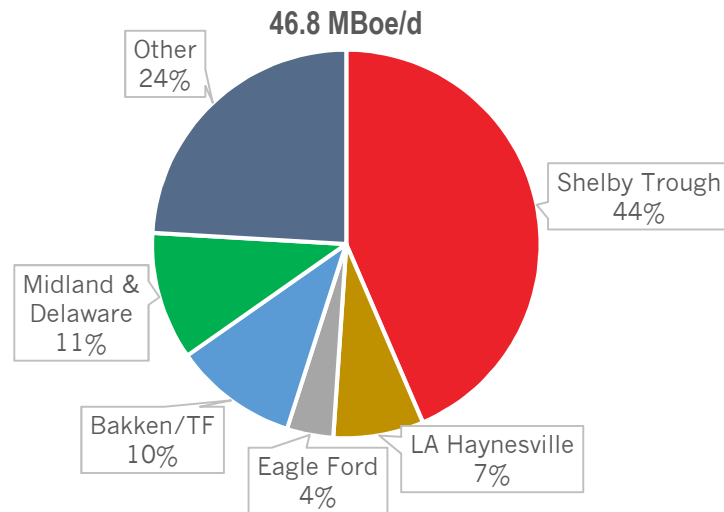
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Appendix

# Industry-Leading Diversified M&R Portfolio



## 1Q19 Production by Play



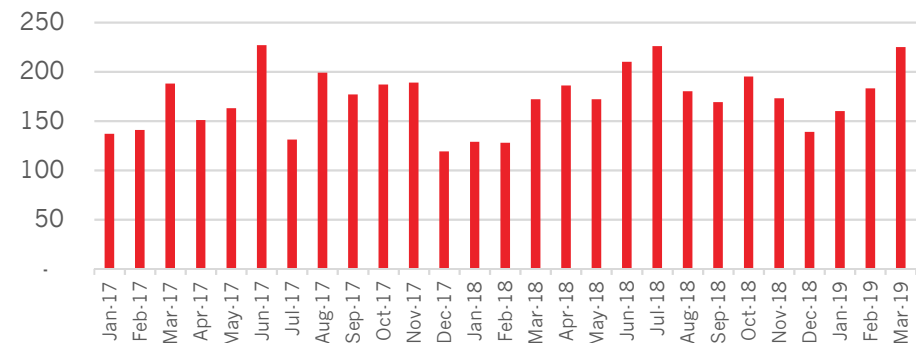
### ▲ Black Stone benefits from the significant diversity of its asset base

- ▲ BSM tracks activity at a play level for approximately 40 individual plays
- ▲ Broad exposure to new discoveries and development activity
- ▲ Acreage in every resource play, with large positions in several of the most active resource plays

### ▲ Black Stone consistently sees meaningful permitting activity across its acreage position

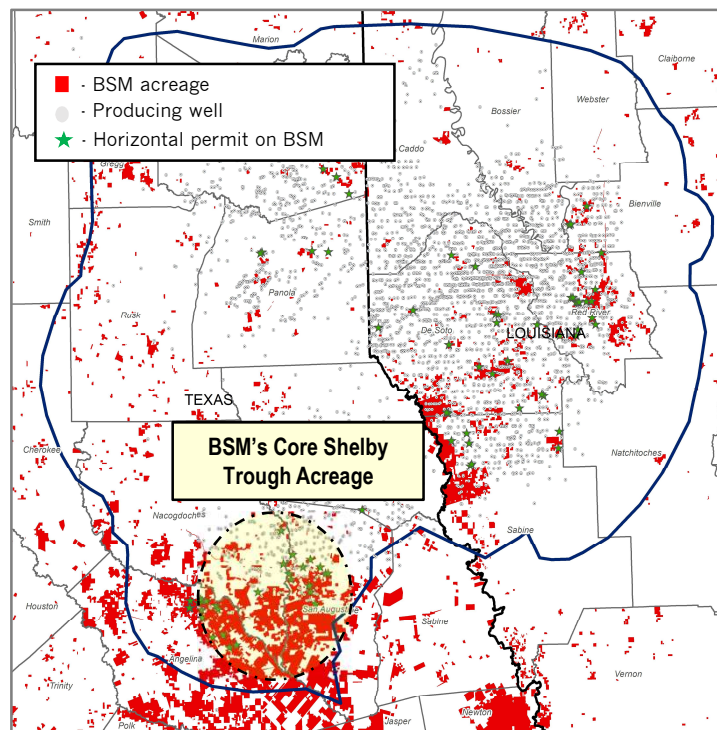
- ▲ Trailing 12-month permits filed as of March 31, 2019 stands at ~2,200 permits<sup>1</sup>
- ▲ Approximately 8% of all permits filed in the Lower 48 over the last 12 months have been on BSM acreage

## Lower 48 Permitting Activity<sup>1</sup>



1) Permit counts include those on acreage acquired from Noble in 2017; excludes all Wyoming permits

# Haynesville/Bossier Position



## Key Statistics

Gross Mineral and Royalty Acres <sup>1</sup>	~450,000
Net Royalty Acres <sup>1,2</sup>	~405,000
Permits on BSM last 12 mos <sup>3</sup>	144
% Permits on BSM acreage last 12 mos <sup>3</sup>	30%

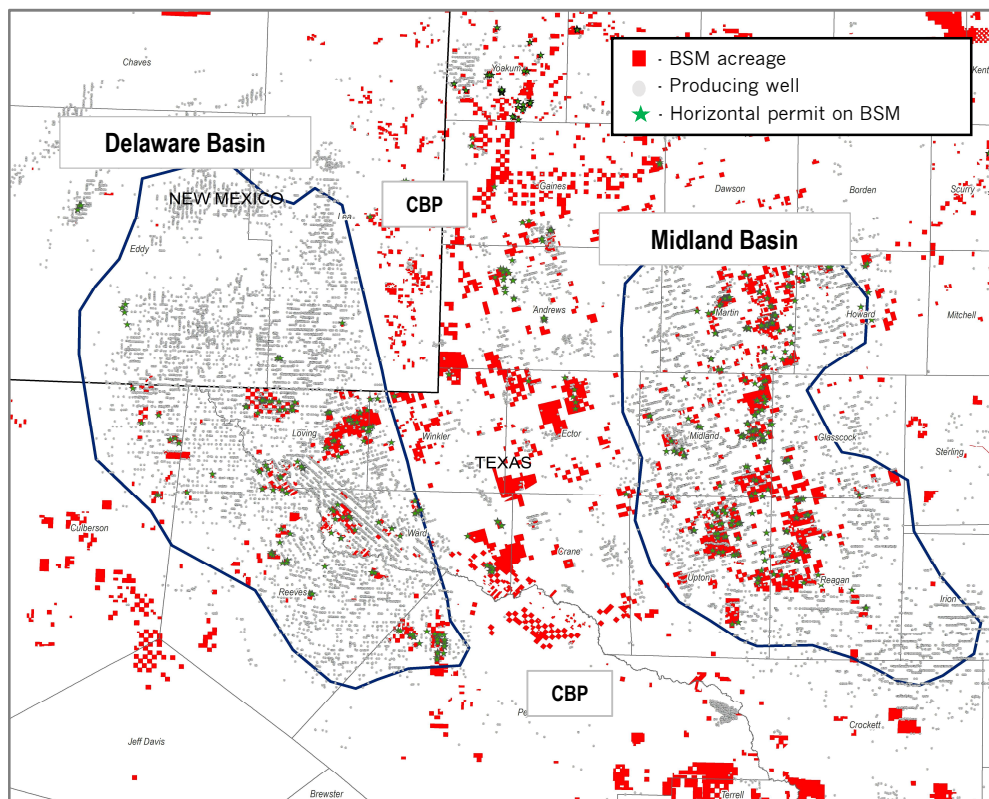
- ▲ There were 15 rigs running on acreage in which BSM has an interest as of March 31, 2019
- ▲ Improved completions and a favorable regional gas market have brought the Haynesville/Bossier into the top quartile of US oil and gas plays
- ▲ Black Stone believes its Shelby Trough position in East Texas to be the best part of the Haynesville/Bossier play in terms of ultimate recoveries and economics
  - ▲ Recent results demonstrate EURs ranging from 2.5 – 3.0+ Bcf / 1,000' of lateral
  - ▲ Operators continue to improve and optimize completion designs
- ▲ BSM is also significantly exposed to the Louisiana Haynesville/Bossier

## Active Operators



1) As of 12/31/18 and includes mineral interests, NPRIs, and ORRIs  
 2) A net royalty acre is defined as one surface acre leased at a 1/8<sup>th</sup> royalty  
 3) Permit data sourced from IHS and represents permits filed through 3/31/19

# Permian Position



## Key Statistics (Midland and Delaware only)

Gross Mineral and Royalty Acres <sup>1</sup>	~725,000
Net Royalty Acres <sup>1,2</sup>	~62,000
Permits on BSM last 12 mos <sup>3</sup>	876
% Permits on BSM acreage last 12 mos <sup>3</sup>	13%

- 1) As of 12/31/18, inclusive of mineral interests, NPRIs, and ORRIs
- 2) A net royalty acre is defined as one surface acre leased at a 1/8<sup>th</sup> royalty
- 3) Permit data sourced from IHS and represents permits filed through 3/31/19

- ▲ As of March 31, 2019, there were 44 and 28 drilling rigs operating on BSM interests in the Midland and Delaware basin, respectively
- ▲ Black Stone has aggregated a significant position in these basins since the IPO to complement its legacy position
- ▲ Black Stone has also expanded its position in the Central Basin Platform with exposure to emerging plays such as the horizontal San Andres, Wichita/Albany, and Mississippian plays

## Active Operators

PIONEER  
NATURAL RESOURCES

CIMAREX

CONCHO

DIAMONDBACK  
Energy

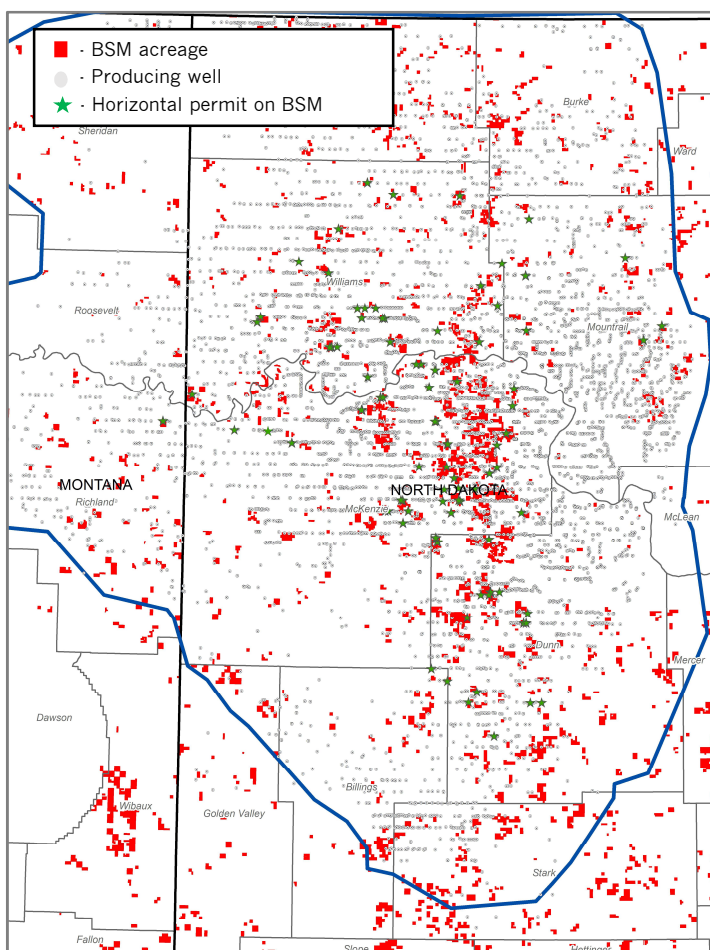
PARSLEY ENERGY

Anadarko  
Petroleum Corporation

Apache

OXY

# Bakken/Three Forks Position



- ▲ As of March 31, 2019, 7 drilling rigs were operating on acreage where BSM has an interest
- ▲ Black Stone's concentration in the core, attractive pricing differentials, and improved completion designs continue to drive strong Bakken/Three Forks performance

## Active Operators

ConocoPhillips



eog resources

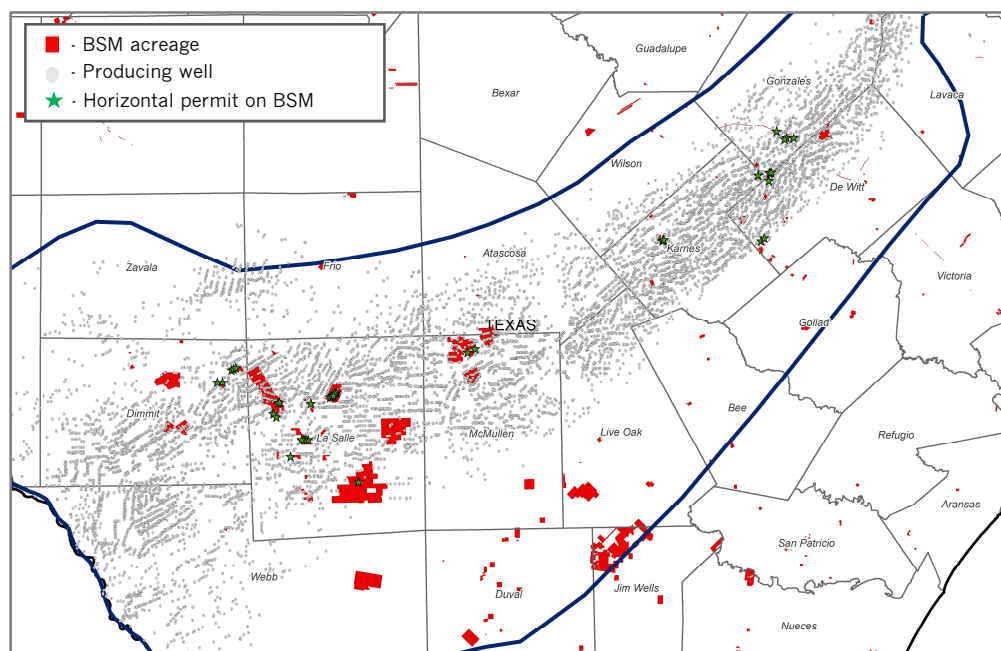


## Key Statistics

Gross Mineral and Royalty Acres <sup>1</sup>	~455,000
Net Royalty Acres <sup>1,2</sup>	~114,000
Permits on BSM last 12 mos <sup>3</sup>	301
% Permits on BSM acreage last 12 mos <sup>3</sup>	21%

- 1) As of 12/31/18, inclusive of mineral interests, NPRIs, and ORRIs
- 2) A net royalty acre is defined as one surface acre leased at a 1/8<sup>th</sup> royalty
- 3) Permit data sourced from IHS and represents permits filed through 3/31/19

# Eagle Ford Position



## Key Statistics

Gross Mineral and Royalty Acres <sup>1</sup>	~224,000
Net Royalty Acres <sup>1,2</sup>	~35,000
Permits on BSM last 12 mos <sup>3</sup>	90
% Permits on BSM acreage last 12 mos <sup>3</sup>	4%

- ▲ On March 31, 2019, 5 drilling rigs were operating on BSM acreage
- ▲ BSM exposed to some of the best parts of the play

## Active Operators



1) As of 12/31/18, inclusive of mineral interests, NPRIs, and ORRIs  
 2) A net royalty acre is defined as one surface acre leased at a 1/8<sup>th</sup> royalty  
 3) Permit data sourced from IHS and represents permits filed through 3/31/19

# Financial Summary



## 2019 Guidance

Average daily production (Mboe/d)	45 – 48
Percentage natural gas	~71%
Percentage royalty	~77%
Lease bonus and other income (\$MM)	\$30 - \$40
Lease operating expense (\$MM)	\$17 - \$19
Production costs and ad valorem taxes (as % of total oil & gas revenue)	11% - 13%
Exploration expense	\$1.0 - \$2.0
G&A – cash (\$MM)	\$45 - \$47
G&A – non-cash (\$MM)	\$21 - \$23
G&A – TOTAL (\$MM)	\$66 - \$70
DD&A (\$/Boe)	\$7.00 - \$8.00

## Financial Position

(\$ in millions)	As of 3/31/19	As of 5/03/19
Cash	\$4	\$8
Borrowing base	\$675	\$675
Borrowings under credit facility	435	395
Remaining availability	240	280
Liquidity	\$244	\$288
Debt to TTM EBITDAX	1.1x	

## Hedging Summary (as of 3/31/19)

### Oil Hedge Position

	Oil Swap (MBbl)	Swap Price (\$/Bbl)	Costless Collars (MBbl)	Collar Floor (\$/Bbl)	Collar Ceiling (\$/Bbl)
2Q19	855	\$58.72	60	\$65.00	\$74.00
3Q19	855	\$58.37	60	\$65.00	\$74.00
4Q19	855	\$58.37	60	\$65.00	\$74.00
1Q20	270	\$57.87	210	\$56.43	\$67.14
2Q20	270	\$57.87	210	\$56.43	\$67.14
3Q20	270	\$57.87	210	\$56.43	\$67.14
4Q20	270	\$57.87	210	\$56.43	\$67.14

### Gas Hedge Position

	Gas Swap (MMcf)	Swap Price (\$/MMcf)
2Q19	14,520	\$2.96
3Q19	14,640	\$2.96
4Q19	14,640	\$2.96
1Q20	6,370	\$2.72
2Q20	6,370	\$2.72
3Q20	6,440	\$2.72
4Q20	6,440	\$2.72

# Adjusted EBITDA and Distributable Cash Flow Reconciliation



		Three Months Ended March 31,	
		2019	2018
		(Unaudited)	
		(In thousands, except per unit amounts)	
Net income	\$	9,017	\$ 41,957
Adjustments to reconcile to Adjusted EBITDA:			
Depreciation, depletion, and amortization		27,833	28,570
Interest expense		5,525	4,521
Income tax expense		131	1,507
Accretion of asset retirement obligations		277	269
Equity-based compensation		9,223	6,226
Unrealized (gain) loss on commodity derivative instruments		42,926	11,958
Adjusted EBITDA		94,932	95,008
Adjustments to reconcile to distributable cash flow:			
Change in deferred revenue		(3)	1,303
Cash interest expense		(5,269)	(4,316)
(Gain) loss on sale of assets, net		—	(2)
Estimated replacement capital expenditures <sup>1</sup>		(2,750)	(3,250)
Cash paid to noncontrolling interests		—	(52)
Preferred unit distributions		(5,250)	(5,275)
Distributable cash flow	\$	81,660	\$ 83,416
Total units outstanding <sup>2</sup>		205,712	201,578
Distributable cash flow per unit	\$	0.397	\$ 0.414
Common unit price as May 9, 2019	\$	17.79	
Implied distributable cash flow yield		8.9%	

- 1) On June 8, 2017, the Board established a replacement capital expenditure estimate of \$13.0 million for the period of April 1, 2017 to March 31, 2018. On April 27, 2018, the Board established a replacement capital expenditure estimate of \$11.0 million for the period of April 1, 2018 to March 31, 2019.
- 2) The distribution attributable to the three months ended March 31, 2019 is estimated using 109,382,957 common units and 96,328,836 subordinated units as of April 30, 2019; the exact amount of the distribution attributable to the three months ended March 31, 2019 will be determined based on units outstanding as of the record date on May 16, 2019. Distributions attributable to the three months ended March 31, 2018 were calculated using 105,249,131 common units and 96,328,836 subordinated units as of the record date of May 17, 2018.