#### UNITED STATES SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549



#### **CURRENT REPORT**

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934 Date of report (Date of earliest event reported): August 22, 2022

**Commission File Number: 1-39804** 

### Exact name of registrant as specified in its charter: TEXAS PACIFIC LAND CORPORATION

State or other jurisdiction of incorporation or organization:

Delaware

**IRS Employer Identification No.:** 

75-0279735

Address of principal executive offices: 1700 Pacific Avenue, Suite 2900 Dallas, Texas 75201

**Registrant's telephone number, including area code:** 214-969-5530

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

□ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

□ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

□ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 or Rule 12b-2 of the Securities Exchange Act of 1934.

Emerging growth company  $\Box$ 

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Common Stock (par value \$.01 per share)	TPL	New York Stock Exchange

#### Item 7.01 Regulation FD Disclosure.

On August 22, 2022, Texas Pacific Land Corporation (the "Company") posted to the Company's website at www.texaspacific.com an updated investor presentation to be used from time to time in meetings with investors and analysts. A copy of the investor presentation is furnished as Exhibit 99.1 to this Current Report on Form 8-K and is incorporated by reference herein.

The information included in this Item 7.01 of this Current Report on Form 8-K, including the attached Exhibit 99.1, shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, or incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Securities Exchange Act of 1934, as amended, except as shall be expressly set forth by specific reference in such filing.

#### Item 9.01. Financial Statements and Exhibits.

(d)	Exhibits.
Exhibit Number	Description
<u>99.1</u>	Investor Presentation August 2022
104	Cover Page Interactive Data File (embedded within the Incline XBRL document).

#### SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the Company has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

#### TEXAS PACIFIC LAND CORPORATION

Date: August 22, 2022

By: /s/ Chris Steddum

Chris Steddum Chief Financial Officer



# Investor Presentation August 2022





This presentation has been designed to provide general information about Texas Pacific Land Corporation and its subsidiaries ("TPL" or the "Company"). Any information contained or referenced herein is suitable only as an introduction to the Company. The recipient is strongly encouraged to refer to and supplement this presentation with information the Company has filed with the Securities and Exchange Commission ("SEC").

The Company makes no representation or warranty, express or implied, as to the accuracy or completeness of the information contained in this presentation, and nothing contained herein is, or shall be, relied upon as a promise or representation, whether as to the past or to the future. This presentation does not purport to include all of the information that may be required to evaluate the subject matter herein and any recipient hereof should conduct its own independent analysis of the Company and the data contained or referred to herein.

Unless otherwise stated, statements in this presentation are made as of the date of this presentation, and nothing shall create an implication that the information contained herein is correct as of any time after such date. TPL reserves the right to change any of its opinions expressed herein at any time as it deems appropriate. The Company disclaims any obligations to update the data, information or opinions contained herein or to notify the market or any other party of any such changes, other than required by law.

#### Industry and Market Data

The Company has neither sought nor obtained consent from any third party for the use of previously published information. Any such statements or information should not be viewed as indicating the support of such third party for the views expressed herein. The Company shall not be responsible or have any liability for any misinformation contained in any third party report, SEC or other regulatory filing. The industry in which the Company operates is subject to a high degree of uncertainty and risk due to a variety of factors, which could cause our results to differ materially from those expressed in these third-party publications. Some of the data included in this presentation is based on TPL's good faith estimates, which are derived from TPL's review of internal sources as well as the third party sources described above. All registered or unregistered service marks, trademarks and trade names referred to in this presentation are the property of their respective owners, and TPL's use herein does not imply an affiliation with, or endorsement by, the owners of these service marks, trademarks.

#### Forward-looking Statements

This presentation contains certain forward-looking statements within the meaning of the U.S. federal securities laws that are based on TPL's beliefs, as well as assumptions made by, and information currently available to, TPL, and therefore involve risks and uncertainties that are difficult to predict. These statements include, but are not limited to, statements about strategies, plans, objectives, expectations, intentions, expenditures and assumptions and other statements that are not historical facts. When used in this document, words such as "anticipate," "believe," "estimate," "expect," "intend," "plan" and "pipel" and similar expressions are intended to identify forward-looking statements. You should not place undue reliance on these forward-looking statements. Although we believe our plans, intentions and expectations reflected in or suggested by the forward-looking statements we make in this presentation are reasonable, we may be unable to achieve these plans, intentions on expectations and actual results, performance or achievements may vary materially and adversely from those envisaged in this document. For more information concerning factors that could cause actual results on forma 10-Q filed with the SEC. The tables, graphs, charts and other analyses provided throughout this document are provided for illustrative purposes only and there is no guarantee with respect to the prices at which the Company's common stock will trade, and such securities may not rule at prices that may be implied herein.

TPL's forecasts and expectations for future periods are dependent upon many assumptions, including the drilling and development plans of our customers, estimates of production and potential drilling locations, which may be affected by commodity price declines, the severity and duration of the COVID-19 pandemic and related economic repercussions or other factors that are beyond TPL's control.

These materials are provided merely for general informational purposes and are not intended to be, nor should they be construed as 1) investment, financial, tax or legal advice, 2) a recommendation to buy or sell any security, or 3) an offer or solicitation to subscribe for or purchase any security. These materials do not consider the investment objective, financial situation, suitability or the particular need or circumstances of any specific individual who may receive or review this presentation, and may not be taken as advice on the merits of any investment decision. Although TPL believes the information herein to be reliable, the Company and persons acting on its behalf make no representation or warranty, express or implied, as to the accuracy or completeness of those statements or any other written or oral communication it makes, safe as provided for by law, and the Company expressly disclaims any liability relating to those statements or communications (or any inaccuracies or omissions therein). These cautionary statements qualify all forward-looking statements attributable to us or persons acting on our behalf.

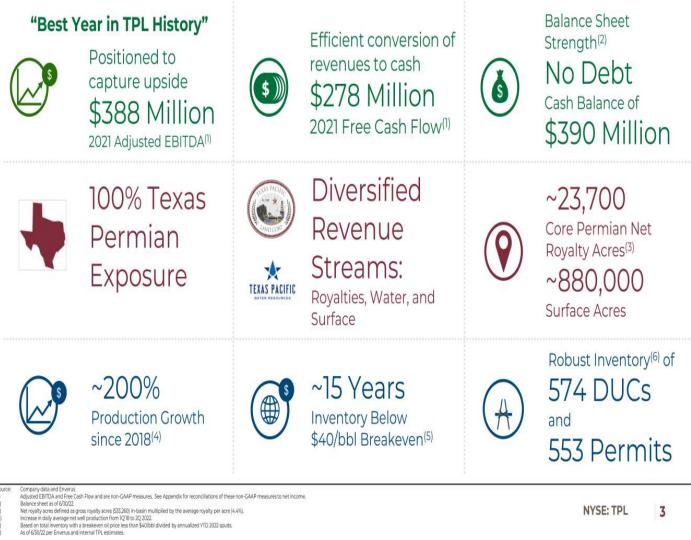
#### Non-GAAP Financial Measures

In addition to amounts presented in accordance with generally accepted accounting principles in the United States of America ("GAAP"), this presentation includes certain supplemental non-GAAP measurements. These non-GAAP measurements are not to be considered more relevant or accurate than the measurements presented in accordance with GAAP. In compliance with requirements of the SEC, our non-GAAP measurements are reconciled to net income, the most directly comparable GAAP performance measure. In this presentation, TPL utilizes earnings before interest, taxes, depreciation and amortization ("EBITDA"), Adjusted EBITDA and free cash flow ("FCF"). TPL believes that EBITDA, Adjusted EBITDA and FCF are useful supplements as an indicator of operating and financial performance. EBITDA, Adjusted EBITDA and FCF are not presented as an alternative to net income and they should not be considered in isolation or as a substitute for net income. See Appendix for a reconciliation of these non-GAAP measures to net income, the most directly comparable financial measure calculated in accordance with GAAP.

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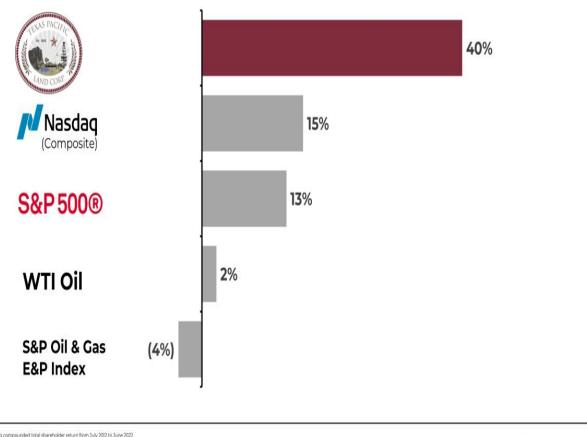
## The Permian Basin "ETF" NYSE: TPL





## An Unmatched Oil and Gas Investment

## 10-year Average Annual Total Return<sup>(1)</sup>

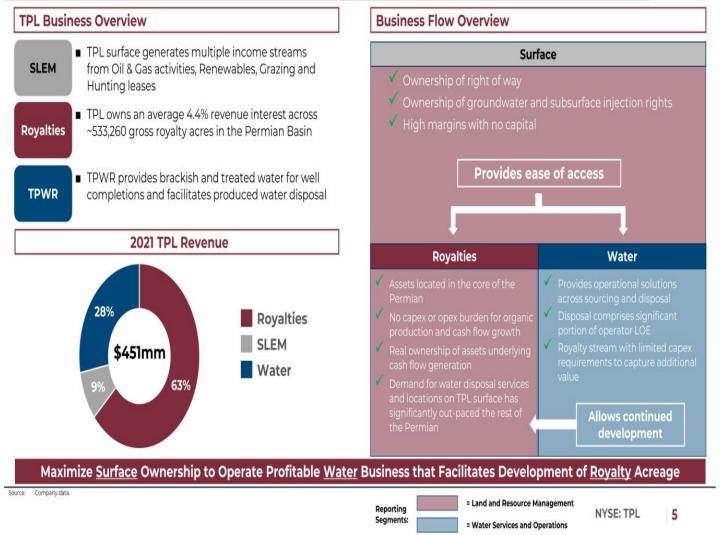


Source: FactSet . (1) Based on Bloomberg compounded total shareholder return from July 2012 to June 2022.



## **Unique Exposure to Full Permian Development Chain**





## **Royalty Interest Overview** Land and Resource Management

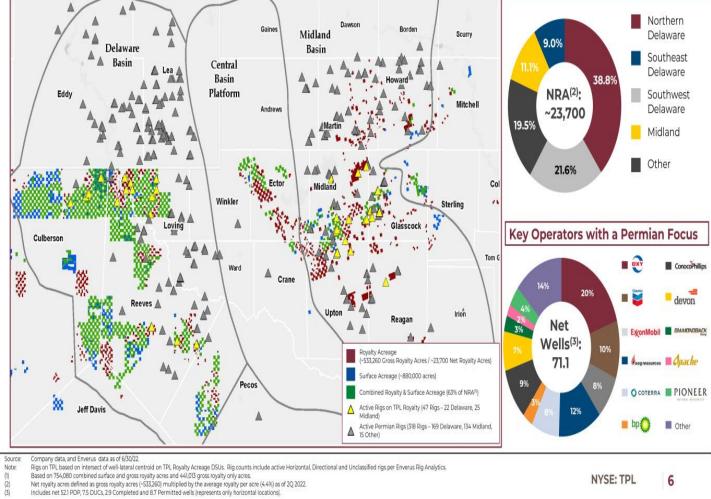


Net Royalty Position and Rigs Running on Core TPL Acreage

**Net Royalty Acres Distribution** 

NYSE: TPL

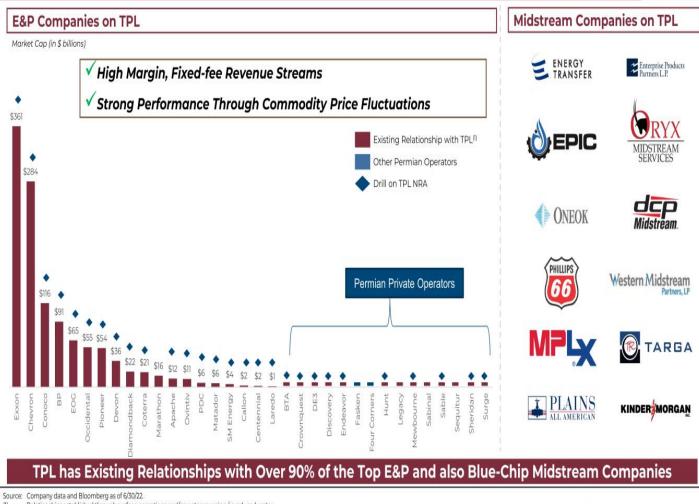
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(1) (2) (3)

## Exposed to Diverse Client Base Required to Utilize TPL Surface / Water

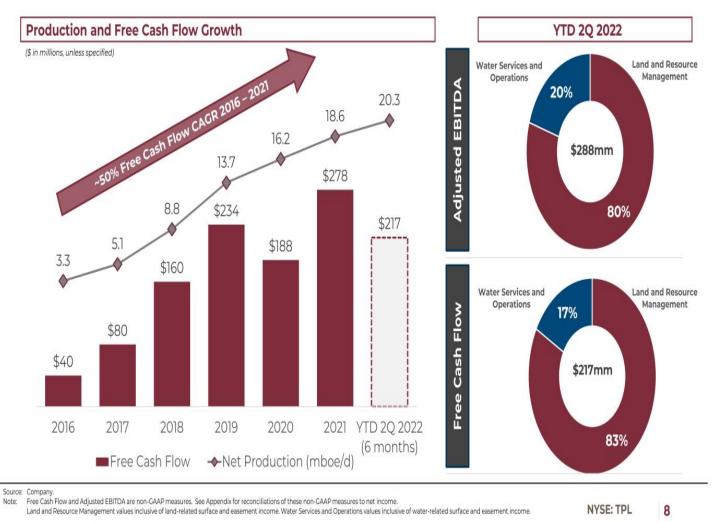




(1) Relationships established through surface operations and/or water sourcing / produced water.

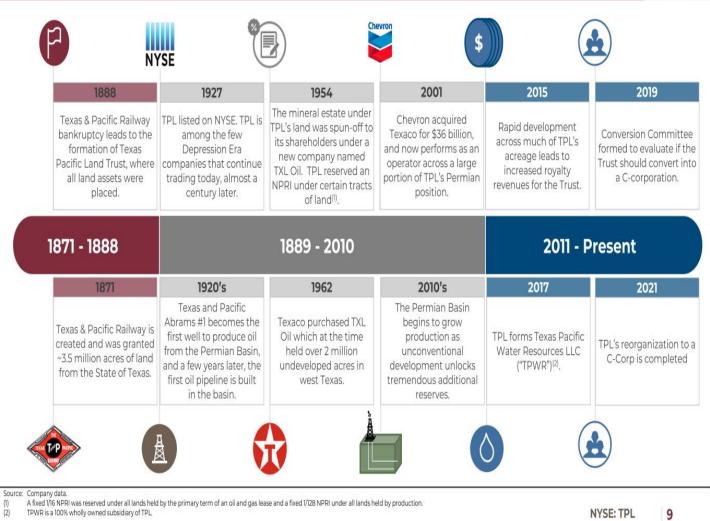
# **Business Segments Overview**





## History of TPL





# **Key Investment Highlights**



Positioned to capture upside	<ul> <li>\$288 million in Adjusted EBITDA<sup>(1)</sup> for YTD 2Q 2022</li> <li>20.3 mboe/d YTD 2Q 2022 average daily royalty production</li> <li>\$324 million in total revenue for YTD 2Q 2022</li> <li>\$75 million in YTD 2Q 2022 revenue from water sales and produced water royalties</li> </ul>
ETF of the Permian Basin	<ul> <li>Largest royalty company with 100% of acreage located in Texas Permian Basin</li> <li>Three high-margin revenue streams linked to the development intensity of the Permian – multiple "ways to win"</li> <li>Unparalleled position consisting of ~23,700 net royalty acres ("NRAs")<sup>[2]</sup> and ~880,000 surface acres</li> <li>TPL interest is focused in the Delaware Basin where rig count represents ~23% of total horizontal rigs across the U.S.</li> </ul>
Synergistic Business Segments	<ul> <li>Ownership of surface provides right-of-way for continued development across TPL's footprint</li> <li>Rights to water and ability to promote operational solutions promotes further growth of the royalty business</li> <li>Upside exposure to water disposal revenues as Delaware Basin production growth persists</li> </ul>
Focus on Return On and Of Capital	<ul> <li>TPL returned over \$225mm to shareholders YTD 2Q 2022</li> <li>Paid \$20.00/share special dividend during 2Q 2022; most recent declared quarterly regular dividend of \$3.00/share</li> <li>Repurchased ~\$25 million of common stock YTD 2Q 2022</li> </ul>
Sustained Profitability and Pristine Balance Sheet	<ul> <li>YTD 2Q 2022 Adjusted EBITDA<sup>[1]</sup> margin of 89%</li> <li>No capex for organic royalty or land business growth; moderate capex for water</li> <li>No debt and cash balance of \$390 million as of 6/30/2022</li> </ul>
Significant Upside	<ul> <li>Significant undeveloped potential: only ~13% of royalty acreage is developed with ~20,000 gross undeveloped locations<sup>(3)</sup></li> <li>High concentration in what TPL believes is best part of Permian, with ~15 years of inventory under \$40/bbl breakeven<sup>(4)</sup></li> <li>Water business continues to capitalize on opportunities to expand market share leading to future long-term growth</li> <li>Surface in frontier areas provides upside as development core expands with enhanced D&amp;C and technology</li> </ul>

 Source:
 Company data, Bloomberg, Baker Hughes, and Enverus as of 06/30/22.

 (1)
 See Appendix for reconciliations of non-CAAP financial measures to their most directly comparable GAAP measures.

 (2)
 Net royalty acres defined as gross royalty acres (-533,260) multiplied by the average royalty per acre (4.4%).

 (2)
 As of 06/3022 per Enversus and TPL internal estimates. Core defining locations based on an average lateral length of 6,930 as per the expected DSU.

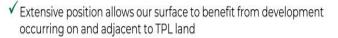
 (4)
 Based on total inventory with a breakeven oil price less than \$40/bbil divided by annualized YTD 2022 net spuds.

## Surface Leases, Easements and Material Sales ("SLEM")

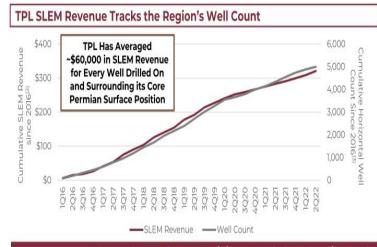


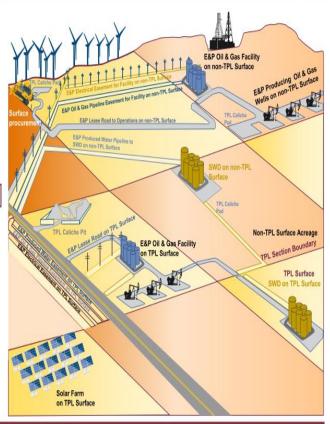


#### Generates Multiple Long-Term Income Streams with No Opex



- Since 2018, SLEM revenue has represented ~15% of total TPL revenues<sup>(1)</sup>
- · Generates majority of its surface revenue from easements related to pipeline infrastructure
- Generates lease and material (caliche) sale revenues in addition
- ✓ Majority of easements have 30+ year term but subsequently renew every ten years with an additional payment (initial fee plus ~15%)





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### The TPL Surface Position Can't be Replicated Amongst Royalty and Water Companies

Company data and chereds. Total revenue adjusted to exclude one-time land swap of \$22mm in 2019 and one-time land / royalty sales of \$100mm and \$19mm in 2019 and 2018, respectively. SLEM revenue represents TPL's cumulative easements and other surface related income from 1/1/6 through 6/30/22 for Land and Resource management segment.

(1) (2) Cumulative horizontal well count per Enverus in TPL's Northern Delaware Region (~950,000 acres) and TPL's Midland Region (~250,000 acre region around TPL's surface in East Ector, Midland, Upton and Glasscock Counties)

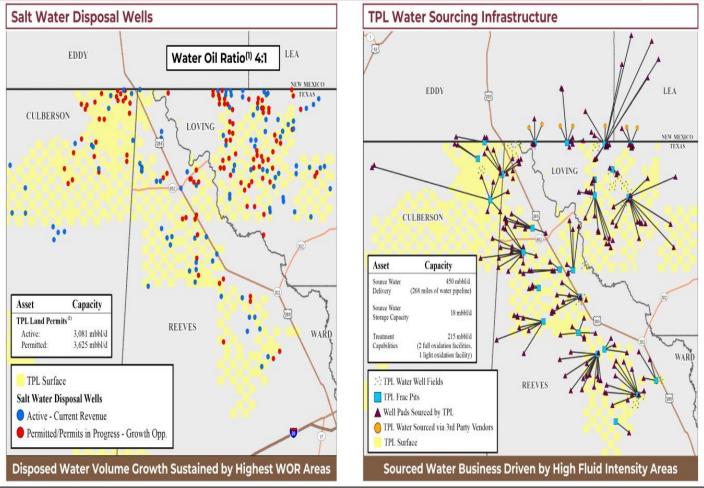
(3)

Source: Company data and Enverus.

# Water Resources Asset Overview



## Water Services and Operations



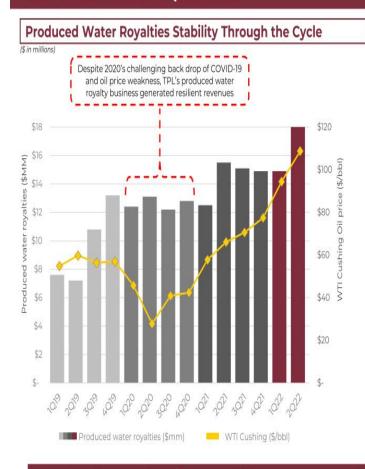
Source: Company data and Enverus. Note:

TPL does not operate any water disposal wells. Water oil ratio ("WOR") defined as the ratio of 12-month cumulative water production to 12-month cumulative oil production. (1) (2)

Revenue received both on and off TPL surface based on existing contracts.

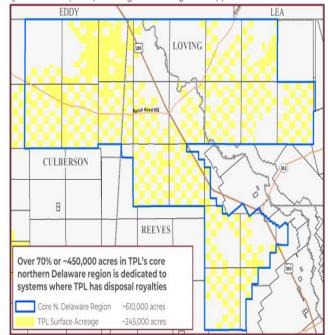
## **Growth Strategy and Competitive Advantage** Water Services and Operations





## Significant Acreage Dedicated to TPL Disposal Royalties

- Current and future wells drilled within TPL's ~450,000-acre dedication provide a significant base for disposal royalty growth in the future
- In addition, TPL collects royalties on significant disposal volumes that are produced outside the contracted acreage but brought into TPL's associated systems for disposal providing additional growth opportunities in the future

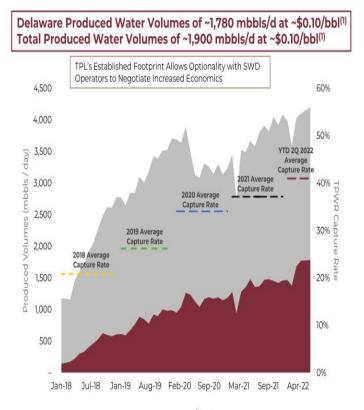


### Royalty Based Business Model Captures Increased Disposal Volumes in Northern Delaware Focus Area

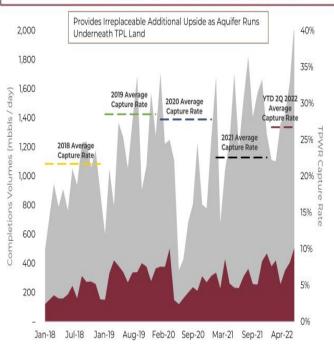
Source: Company data and Bloomberg.

# TPL is a Market Leader for Water in the Northern Delaware

## Water Services and Operations



### Delaware Sourced Water Volumes of ~421 mbbls/d at ~\$0.60/bbl<sup>(2)</sup> Total Sourced Water Volumes of ~461 mbbls/d at ~\$0.59 / bbl<sup>(2)</sup>



■ Northern Delaware Region Volumes (Estimated)<sup>|||</sup> ■ TPL Northern Delaware Volumes (Actuals)

Northern Delaware Region Volumes (Estimated)<sup>(2)</sup> TPL Nothern Delaware Volumes (Actuals)

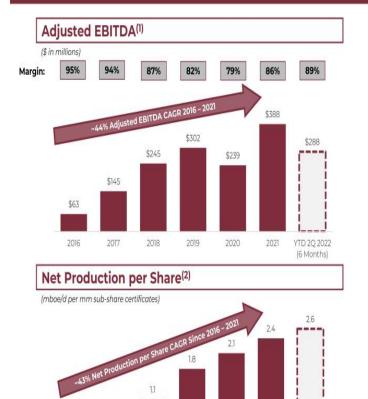
#### Royalty Based Business Model Captures Increased Sourcing and Disposal Volumes in Northern Delaware Focus Area

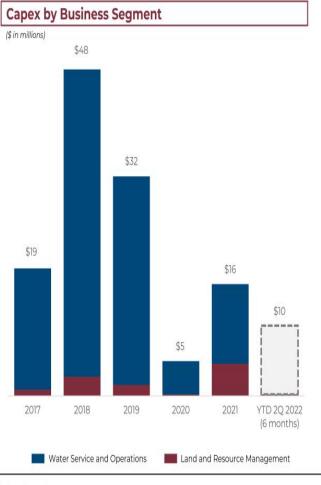
Source Note:

Company data and Emerus as of 6/20/22. Northern Delaware Region is defined as approximately 1,400,000 acres surrounding TPL's Northern Delaware Surface position including -900,000 acres in Texas and -500,000 acres in Southern New Mexico. Capture rate defined as TPL volumes as a percentage of total volumes in the Northern Delaware Region Regional water volumes based on Enverus estimated WOR historic oil production and Enverus oil type curves. Historic volumes represent horizontal wells turn since TPWR formation Jun. 2017. TPL data is the average for 20 2022; Regional produced water volumes based on Enverus estimated wells duilid since TPWR formation Jun. 2017) shown through 20 2022 based on available data. TPL data is the average sourced + treated volumes for 20 2022. Regional sourced (threated water demand based on Enverus reported well fluid intensity volumes for volumes for wells completed in the Northern Delaware Region shown through 20 2022 based on available data. ric volumes represent horizontal wells turned to production NYSE: TPL 14

# **Summary of Financials**







NYSE: TPL

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Source: Company data.

Company data. Revenue was restated retrospectively upon adoption of new revenue recognition guidance on U/J/B. CAGR defined as the compounded annual growth rate. See Appendix for reconciliations of non-GAAP financial measures to their most directly comparable GAAP measures. Calculated as average daily net production during the year divided by the average number of shares outstanding during year. Note:

2020

2021

YTD 2Q 2022 (6 months)

(1) (2)

2019

2018

0.6

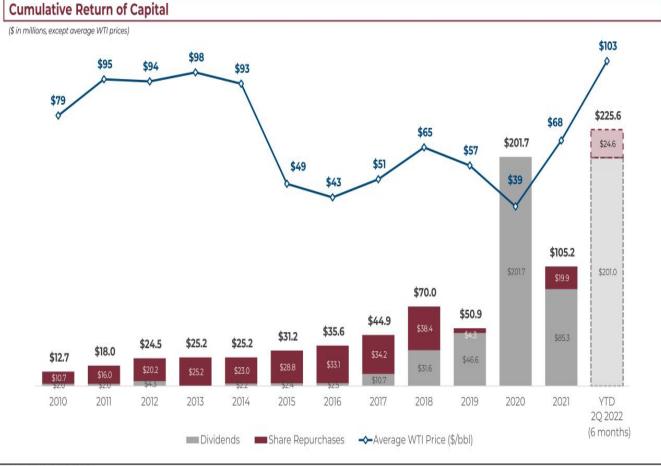
2017

0.4

2016

# **Return of Capital to Shareholders**

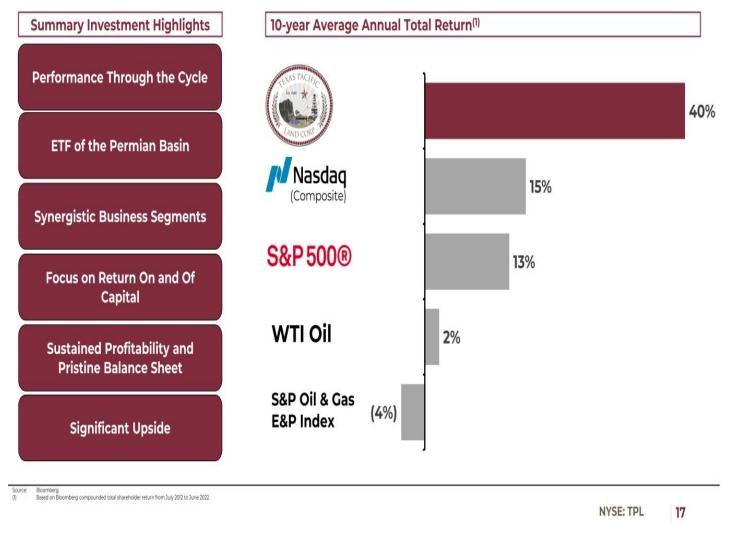




Source: Company data and Bloomberg.

# An Unmatched Oil and Gas Investment



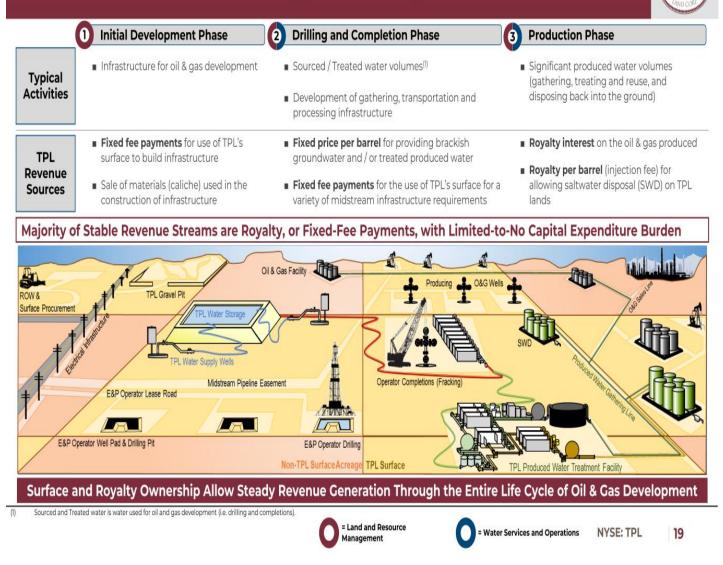




# Appendix



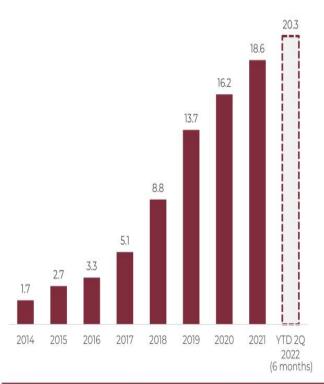
# **TPL Revenue Streams Through the Life Cycle of a Well**



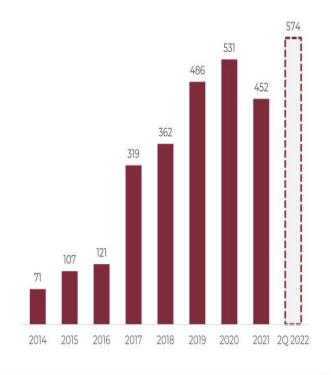
## Well Positioned Assets Attract Increasing Development Focus

## Land and Resource Management

## Average Net Production (mboed)



## Gross DUC Inventory<sup>(1)</sup>



## Near-term Royalty Production is Supported by Robust DUC Inventory Held by Well Capitalized E&P Operators

Source: Note: (1)

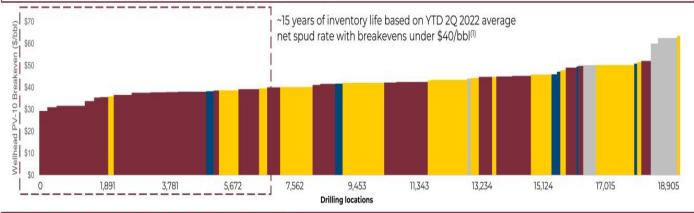
ce: Company data and Enverus.
TPL production growth giving effect to our portfolio of ~23,700 net royalty acres in the Permian Basin as of 6/30/22 as if it had been owned since 1//14.
DUCs considered to be all wells awaiting completion. DUC values shown as of period end data. Horizontal wells only.

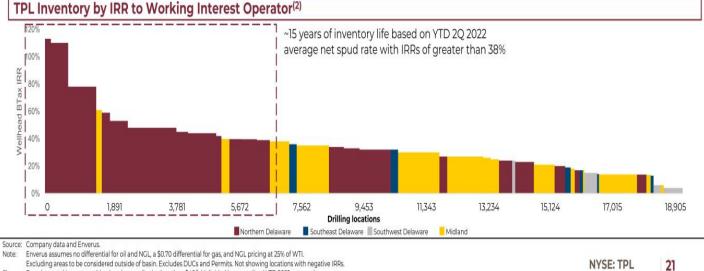
# **Significant Undeveloped Resource in Core Areas**



## Land and Resource Management

## **TPL Inventory by Breakeven to Working Interest Operator**





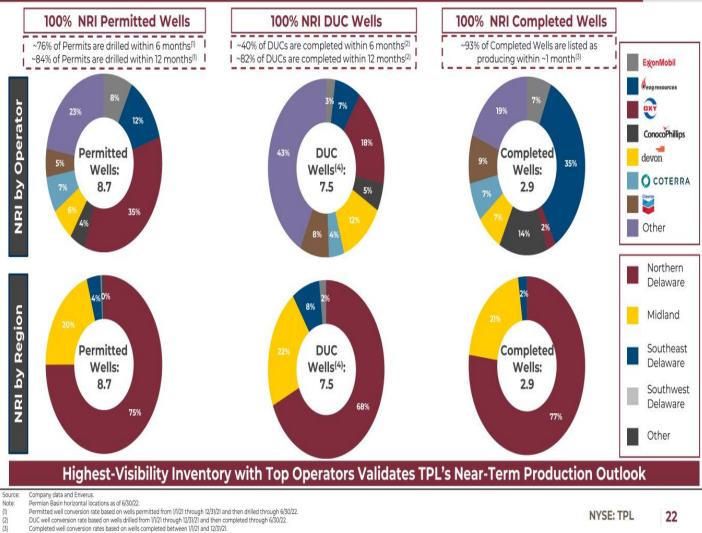
Excluding areas to be considered outside of basin. Excludes DUCs and Permits. Not showing locations with negative IRRs.

Based on total inventory with a breakeven oil price less than \$40/bbl divided by annualized YTD 2022 net spuds. (1)

(2) IRRs calculated at a flat price of \$55.00/bbl and \$2.75/mcf of oil and gas respectively.

## **Summary of Highest-Visibility Inventory** Land and Resource Management





(1) (2) (3) (4) DUCs considered to be all wells awaiting completion

# **Summary of Full Inventory**



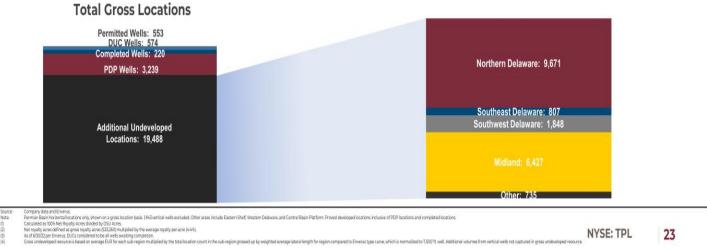
## Land and Resource Management

	Average			1				Additional	Total	PDP + Total	Gross Undeveloped	PDP + Total	Average Lat.
Sub-region	NRI 🕅	NRA <sup> 2 </sup>	DSUs	PDP	Completed	DUCs <sup>(3)</sup>	Permits	Undeveloped	Locations	Locations	Resource (Mmboe) <sup>(4)</sup>	Locations / DSU	Length (ft.)
Northern Delaware	2.3%	9,206	510	1,654	113	250	303	9,671	l 10,337	11,991	16,766	24	6,312
Southeast Delaware	2.1%	2,126	102	171	4	28	17	807	856	1,027	619	10	6,553
Southwest Delaware	3.0%	5,112	132	16	<u>i</u> -	10	4	1,848	1,862	1,878	1,957	14	5,336
Delaware	2.4%	16,444	744	1,841	117	288	324	12,326	13,055	14,896	19,342	20	6,205
Midland	0.5%	2,640	344	1,308	102	285	226	6,427	   7,040	8,348	5,511	24	8,483
Other	1.8%	4,631	128	90	1 1	1	3	735	740	830	329	6	6,054
Total	1.7%	23,715	1,216	3,239	220	574	553	19,488	20,835	24,074	25,182	20	6,975
				Establishe		gh Near-T	erm Cash	Flow	01	Itstanding Org	anic Resource	Grounded in	

L Production Base

## **Undeveloped Gross Locations**

Conservative Assumptions



ared to Enverus type curve, which is normalized to 7.500'ft, well, Addition

# Royalty Key Terms Land and Resource Management



Implied Average Net

2.3%

Revenue Interest per Well

Gross DSU Acres

399,860

#### Focus Area<sup>(I)</sup> **Gross Royalty Acres** Net Royalty Acres Average Royalty Northern Delaware 155,364 9,206 5.9% S

Total	533,260	23,715	4.4%	1,428,638	1.7%
Other	110,928	4,631	4.2%	258,617	1.8%
Midland	150,888	2,640	1.7%	499,709	0.5%
Delaware	271,444	16,444	6.1%	670,312	2.4%
Southwest Delaware	81,795	5,112	6.2%	168,459	3.0%
Southeast Delaware	34,285	2,126	6.2%	101,993	2.1%

	Description	How's It Calculated
Gross Royalty Acres	<ul> <li>An undivided ownership of the oil, gas, and minerals underneath one acre of land</li> </ul>	<ul> <li>Total Texas Pacific Land Corporation acreage</li> <li>533,260</li> </ul>
Net Royalty Acres (Normalized to 1/8)	<ul> <li>Gross Royalty Acres standardized to 12.5% (or 1/8) oil and gas lease royalty</li> </ul>	<ul> <li>Gross Royalty Acres * Avg. royalty / (1/8)</li> <li>189,720 = 533,260 * 4.4% / (1/8)</li> </ul>
Net Royalty Acres	<ul> <li>Cross Royalty Acres standardized on a 100% (or 8/8) oil and gas lease royalty basis</li> </ul>	<ul> <li>Gross Royalty Acres * Avg. royalty</li> <li>23,715 = 533,260 * 4.4%</li> </ul>
Drilling Spacing Units ("DSUs")	<ul> <li>Areas designated in a spacing order or unit designation as a unit and within which operators drill wellbores to develop our oil and natural gas rights</li> </ul>	<ul> <li>Total number of gross DSU acres 1,428,638</li> </ul>
Implied Average Net Revenue Interest per Well	<ul> <li>Number of 100% oil and gas lease royalty acres per gross DSU acre</li> </ul>	<ul> <li>Net Royalty Acres / Gross DSU Acres</li> <li>1.7% = 23,715 / 1,428,638</li> </ul>

# **Historical Financial Summary**



	Year ended December 31,		Three months ended							
(\$ in millions)	2020	2021	June 30, 2021	March 31, 2022	June 30, 2022					
Total Acres	880,523	880,581	880,501	880,591	880,591					
Revenues:										
Oil and gas royalties	\$137.9	\$286.5	\$58.2	\$104.2	\$121.3					
Water sales	54.9	67.8	12.5	18.8	22.3					
Produced water royalties	50.6	58.1	15.5	14.9	18.7					
Easements and other surface-related income	41.4	37.6	9.0	9.2	14.0					
Land sales and other operating revenue	17.7	1.0	0.8	0.3	0.1					
Total Revenues	\$302.6	\$451.0	\$95.9	\$147.3	\$176.3					
Expenses:										
Salaries and related employee benefits	32.2	40.0	13.3	9.4	9.6					
Water service related expenses	14.2	13.2	3.6	28	3.9					
General and administrative expenses	9.8	11.8	2.8	3.0	3.7					
Legal and professional fees	10.8	73	IJ	1.7	12					
Ad valorem taxes	-		<u></u>	2.0	2.0					
Land Sales Expenses	4.0	<u>_</u>	_	_	-					
Depreciation, depletion and amortization	14.4	16.3	3.9	4.1	4.2					
Total operating expenses	\$85.3	\$88.6	\$24.7	\$23.0	\$24.6					
Operating income (loss)	\$217.3	\$362.4	\$71.3	\$124.3	\$151.7					
Margin (%)	71.8 %	80.4 %	74.3 %	84.4 %	86.1 %					
Other income (expense)	2.4	0.6	0.4	0.1	0.6					
Income before income taxes	\$219.7	\$363.0	\$71.7	\$124.4	\$152.3					
Income tax expense	43.6	93.0	14.6	26.5	33.4					
Net income	\$176.1	\$270.0	\$57.0	\$97.9	\$118.9					
Margin (%)	58.2 %	59.9 %	59.5 %	66.4 %	67.5 9					
Key balance sheet items:	2020	2021	2Q21	1Q22	2Q22					
Cash and cash equivalents	\$281.0	\$428.2	\$329.1	\$507.4	\$389.8					
Total debt	3 <u>23</u>				<u>12</u>					
Total capital	485.2	651.7	547.2	727.9	6453					
Total assets	571.6	764.1	633.8	856.6	764.1					
Total liabilities	86.5	112.4	86.7	128.7	119.4					

Source: Company data. Note: Numbers may not foot due to immaterial rounding.

# **Non-GAAP Reconciliations**



																					Mai	nagement	1.1	perations		Total
	-			- 20 AV		Year	ended	Decem	ber 31,	5	_		_		1	Three mo	nths o	ended	_	1			Six n	onths ended		
(\$ in millions)	-	2016	2	017		2018	2	2019		2020		2021	_	3Q21	1	4Q21		1Q22		2Q22	Jun	e 30, 2022	Ju	ne 30, 2022	June	e 30, 2022
Net income	\$	42.3	\$	97.2	\$	209.7	\$	318.7	\$	176.1	\$	270.0	\$	83.8	\$	79.0	\$	97.9	\$	118.9	\$	177.2	\$	39.6	\$	216.8
Adjustments:																										
Income tax expense		20.6		47.8		52.0		83.6		43.6		93.0		19.9		46.5		26.5		33.4		48.9		11.0		59.9
Depreciation, depletion and amortization		-		0.4		2.6		8.9		14.4		16.3		3.9		4.7		4.1		4.2		11		7.2		8.3
EBITDA	\$	62.9	\$	145.4	\$	264.3	\$	411.2	\$	234.1	\$	379.3	\$	107.6	\$	130.3	\$	128.5	\$	156.5	\$	227.2	\$	57.8	\$	285.0
Revenue	\$	66.1	\$	154.6	\$	300.2	\$	490.5	\$	302.6	\$	451.0	\$	123.7	\$	147.2	\$	147.3	\$	176.3	\$	246.7	\$	76.9	\$	323.6
EBITDA Margin		95.2 %		94.0%	6	88.0 %		83.8 9	6	77.4 9	5	84.1 %		87.0 %		88.5 %	6	87.2 %		88.8 %		92.1 9	6	75.2 %	6	88.1
Adjusted EBITDA:																										
EBITDA	\$	62.9	\$	145.4	\$	264.3	\$	411.2	\$	234.1	\$	379.3	\$	107.6	5	130.3	\$	128.5	\$	156.5	\$	227.2	\$	57.8	\$	285.0
Other Adjustments:																										
Less: land sales deemed significant $^{\ensuremath{\mathbb{N}}}$				2		20		(122.0)		22		22				20				12		<u>_</u>		<u>2</u> 25		85
Less: sale of oil and gas royalty interests <sup>[2]</sup>		-		-		(18.9)		-		-		-		-		-		-		-		-		-		-
Add: proxy contests, settlement, and corporate reorganization costs <sup>[3]</sup>		$\geq$		2				13.0		5,1		8.7		_		2		_		12				<u>12</u>		12
Add: share-based compensation		-		-		-		-		-		-		-		-		1.3		1.8		2.7		0.4		3,1
Adjusted EBITDA	\$	62.9	\$	145.4	\$	245.4	\$	302.2	\$	239.1	\$	388.0	\$	107.6	\$	130.3	\$	129.8	\$	158.3	\$	229.9	\$	58.2	\$	288.1
Adjusted Revenue <sup>(4)</sup>	\$	66.1	\$	154.6	\$	281.3	s	368.5	\$	302.6	\$	451.0	\$	123.7	\$	147.2	\$	147.3	s	176.3	s	246.7	\$	76.9	\$	323.6
Adjusted EBITDA Margin		95.2 %		94.0%	6	87.2 %		82.0 9	6	79.0 %	5	86.0 %		87.0 %		88.5 %	6	88.1 %		89.8 %		93.2 9	6	75.7 %	6	89.0
Adjusted EBITDA	\$	62.9	5	145.4	\$	245.4	5	302.2	\$	239.1	\$	388.0	\$	107.6	5	130.3	\$	129.8	5	158.3	\$	229.9	\$	58.2	\$	288.1
Adjustments:																										
Tax impact of land sales deemed significant				2		23		21.5		322		$\geq$				220				82		2		223		827
Interest		-		-		-		- 		-		-		-		-		-		-		-		-		-
Current income tax expense		(22.0)		(46.9)		(37.2)		(57.5)		(46.0)		(93.3)		(20.2)		(46.1)		(26.9)		(34.0)		(49.7)		(11,2)		(60.9
Capital expenditures, net		(1.0)		(18.7)		(47.9)		(32.7)		(5.1)		(16.4)		(6.6)		(4.9)		(3.0)		(7.3)		(0.2)		(10.1)		(10.3)
	\$	39.9		79.8	ė	160.3	\$	233.5	\$	188.0	\$	278.3	\$	80.9	\$	79.2	\$	99.9	\$	116.9	\$	180.0	¢	36.9	\$	216.9

Source: Note: (1) (2) (3) (4)



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