



Commercial Banking Group
Energy Banking

FINANCIAL FUEL FOR THE ENERGY INDUSTRY

At Capital One® Southcoast, Inc., we helped raise over \$19 billion of capital for our clients in 2011. Our dedicated Energy team brings deep industry experience and capital distribution capabilities to every transaction we execute. Which adds up to helping energy businesses like yours thrive and expand. Contact us to learn how we can help to serve your unique business needs.

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LAREDO PETROLEUM \$350,000,000 Senior Notes Co-Manager	SM ENERGY \$350,000,000 Senior Notes Co-Manager	Denbury \$400,000,000 Senior Notes Co-Manager	BASIC ENERGY SERVICES \$275,000,000 Senior Notes Sole Lead Manager	GMXR NYSE listed company \$105,324,211 Common Stock Sole Lead Manager	GMXR NYSE listed company \$200,000,000 Senior Notes Joint Lead Manager	GMXR NYSE listed company Has acquired certain O&G properties in the Bakken and Niobrara formations from an undisclosed seller BUY SIDE ADVISOR
Chaparral ENERGY \$400,000,000 Senior Notes Senior Co-Manager	EPL \$210,000,000 Senior Notes Co-Manager	COMSTOCK RESOURCES \$300,000,000 Senior Notes Co-Manager	Key Energy Services \$475,000,000 Senior Notes Co-Manager	SandRidge ENERGY \$900,000,000 Senior Notes Senior Co-Manager	Continental \$741,880,000 Common Stock Co-Manager	PENN VIRGINIA CORPORATION \$300,000,000 Senior Notes Co-Manager
Cobalt International Energy \$499,100,000 Common Stock Co-Manager	SUPERIOR ENERGY SERVICES, INC. \$500,000,000 Senior Notes Co-Manager	LINN Energy \$750,000,000 Senior Notes Co-Manager	R RANGE RESOURCES® \$500,000,000 Senior Notes Co-Manager	BRIGHAM Exploration Company \$300,000,000 Senior Notes Co-Manager	PETROHAWK \$600,000,000 Senior Notes Senior Co-Manager	CONCHO \$600,000,000 Senior Notes Co-Manager
EAGLE ROCK ENERGY PARTNERS, L.P. \$300,000,000 Senior Notes Co-Manager	OIL STATES INTERNATIONAL, INC. \$600,000,000 Senior Notes Co-Manager	BASIC ENERGY SERVICES \$200,000,000 Senior Notes Sole Lead Manager	KODIAK OIL & GAS CORP. \$168,360,000 Common Stock Co-Manager	BASIC ENERGY SERVICES \$186,875,000 Common Stock Senior Co-Manager	LAREDO PETROLEUM \$200,000,000 Senior Notes Co-Manager	Chesapeake OILFIELD SERVICES \$650,000,000 Senior Notes Senior Co-Manager
MARKWEST Energy Partners, L.P. \$700,000,000 Senior Notes Co-Manager	SM ENERGY \$350,000,000 Senior Notes Co-Manager	ENERGY SERVICES \$241,500,000 Common Stock Co-Manager	CARRIZO \$200,000,000 Senior Notes Co-Manager	PXP Plains Exploration & Production Company \$1,000,000,000 Senior Notes Senior Co-Manager	SUPERIOR ENERGY SERVICES, INC. \$800,000,000 Senior Notes Lead Manager	GULFPORT ENERGY CORPORATION \$166,750,000 Common Stock Co-Manager
LAREDO PETROLEUM \$342,125,000 Initial Public Offering Co-Manager	SANCHEZ ENERGY CORPORATION \$220,000,000 Initial Public Offering Co-Manager					

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Primary Mission

To provide US Military men and women with non-lethal ancillary equipment and other necessities, thereby improving their safety, readiness, comfort and/or efficiency in areas of combat operations.

Secondary Mission

To provide the American public with a means to directly support the military that serves them and establish a mutually beneficial relationship that promotes a positive understanding between soldier and citizen.

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Energy Solutions. Worldwide.



FTS International is a leader in multi-stage, unconventional completion services. We continue to focus on more environmentally friendly ways to do business - developing vital assets and promoting energy independence, while helping to protect natural resources.

Strategic Service Locations

As a leading provider of well stimulation services, we offer services in the most demanding shale plays in the United States. In addition, our international business division is working to develop new unconventional energy opportunities worldwide.

Vertically Integrated Business Model

Our vertical integration provides a competitive edge. Our Critical Supply Chain Network includes:

- Custom-built fracturing and pumping units
- Proprietary sources for reliable proppant supply
- Extensive logistics network for efficient and reliable proppant and equipment delivery
- Environmentally friendly fluid technologies
- Production Solutions division optimizes well production

* As of December 2011

Top Performance

"FTSI exceeded our expectations. For the first time in a very long time, we had virtually trouble-free jobs. I must give a large part of the credit to the FTSI crew. They are on the ball and on top of their business."

E&P Customer in the Eagle Ford Shale

Safety First

*The OSHA Total Recordable Incident Rate (TRIR) for FTS International Operations is 26 percent lower than our industry peer group, as provided by the U.S. Bureau of Labor Statistics.**



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