

Special Note Regarding This Presentation



SoftVest, L.P. ("SoftVest LP") has filed a definitive proxy statement (the "Proxy Statement") with the United States Securities and Exchange Commission (the "SEC") in connection with the solicitation of proxies for a special meeting of holders of the sub-share certificates of proprietary interests (the "Shares") for the election of a new trustee of Texas Pacific Land Trust ("TPL") to fill the vacancy created by the resignation of Maurice Meyer III (such meeting, together with any adjournments, postponements or continuations thereof, the "Special Meeting"). INVESTORS ARE STRONGLY ADVISED TO READ THE PROXY STATEMENT BECAUSE IT CONTAINS IMPORTANT INFORMATION. Investors may obtain a free copy of the proxy statement, any amendments or supplements thereto and other documents that SoftVest LP files with the SEC from the SEC's website at sec.gov, or by contacting D.F. King, SoftVest LP's proxy solicitor, by phone (212-269-5550) or e-mail (TPL@dfking.com).

SoftVest Advisors, LLC, SoftVest LP, Eric L. Oliver, ART-FGT Family Partners Limited, Tessler Family Limited Partnership, Allan R. Tessler, Horizon Kinetics LLC, Murray Stahl, Horizon Asset Management LLC, Kinetics Advisers, LLC, and Kinetics Asset Management LLC may be deemed participants in the solicitation of proxies from holders of Shares in connection with the matters to be considered at the Special Meeting. Information about such participants' direct and indirect interests, by security holdings or otherwise, is contained in the Proxy Statement.

On the Topic of Short-Term Profit Taking

Actions speak louder than words

This is what the Trust's Proxy Law Firm Said:

FINANCIAL TIMES

WEDNESDAY 1 MAY 2019

FT.COM

Shale Oil & Gas

Activists target US oil patch's trustees for life

Three board members of NYSE-listed TPL oversee large land holdings in Permian Basin

LINDSAY FORTADO - NEW YORK

"The dissidents are sitting on a gigantic amount of paper money," said Mr Liekefett, who heads the shareholder activism practice at the law firm Sidley Austin. "They made over \$1bn over the past few years. It's not easy to monetise if

you have such a large stake in a stock with limited liquidity. The only other way is to sell your shares, which results in a downward pressure on the shares." If the investor group can win the proxy fight and force the trust to convert to a Delaware corporation, "it's easier to force a sale of the company," he added.

Who are they talking about? Us?

They can just ask.

Or better yet, read what we've been writing for 24 years.

(See next page for excerpts from our published research. No selling or monetizing of TPL on our end of things.)

On the Topic of “Monetizing” and “Selling”

Are the Trustees concerned about our patience (read below)? Or theirs?

From May 1995...

◆ Contrarian Research Report ◆

Texas Pacific Land Trust

May 8, 1995

Price:	\$20	Ticker:	TPL
52-wk.range:	\$17-\$22	Dividend:	\$0.40
Shares out:	3.075 million	Yield:	2%
Market Cap.:	\$62 million	Debt/Capital:	0%
Book value/Share:	\$3.53	Return on Equity:	46%

How to Buy 1 Million Acres of Fine Texas Grazing Land for \$20.00

Texas Pacific Land Trust is a publicly traded enterprise that is slowly but steadily buying itself out of public ownership. It is accomplishing this by consistently applying its cash flow to the repurchase and retirement of its own shares. Although this process has been ongoing for over a century, it may now have reached a point at which this dynamic begins to naturally accelerate versus the experience of recent decades. **It is quite conceivable that, over the next decade or so, the company's assets could become concentrated in the hands of a few share owners. As the shares in question represent some 1 million acres of rural Texas, the magnitude of this accumulation of per-share value could be extraordinary.**

The Final Stage?

The Trustees have not raised the \$0.40/ share dividend since 1984 (and their annual salaries have been fixed at \$2,000 since 1988). This tantalizing departure from the practice of most dividend-paying companies, which strive to raise dividends, has significant implications. Given a fixed dividend and a constantly decreasing share count, total dividends paid per year have declined during this time from approximately \$1,630,000 to \$1,267,000. At this juncture, income from grazing, easements and cash reserves -- the smallest sources of income -- are approximately sufficient to support the dividend. One can presume that with each passing year of share repurchases, the total dollars paid out as dividends will continue to decline, freeing yet more cash flow for incrementally more share repurchases. The Trust will effectively be able to retire shares and further concentrate the acreage per share at an increasing rate.

Is it possible that there will remain, in the indeterminate future, a final 100 shares representing some 1 million acres of productive real estate? If so, substantial rewards accrue to those with the most patience.

From October 2005...

◆ Contrarian Research Report ◆

October 25, 2005

Texas Pacific Land Trust

(BUY)

Price: (10/24)	\$130.50	Ticker:	TPL
52-wk. range:	\$90.11 - \$183.50	Dividend:	\$0.55
Shares out.:	2.2 million	Yield:	0.4%
Market Cap.:	\$262.8million		

Texas Pacific Land Trust was first recommended within these pages over one decade ago when the shares traded at the \$20 level. At a recent price of \$120, the return has been 20% per annum excluding dividends. This is rather extraordinary for a public company that has been attempting to liquidate the entirety of its assets since 1888.

As a trust, it pays a certain amount of cash flow as dividends. In this case, the yield is less than 1%. The remaining cash is used to repurchase shares. Ten years ago, total outstanding shares were roughly 3.1 million. About 2.1 million shares exist today. Of course, this behavior is unsustainable in the sense that, at some point, at least in principle, only one share will be owned by some individual investor. **Yet, this one share could be worth hundreds of millions of dollars. In this regard, the speed with which management can repurchase shares will determine the return on an annualized basis.**

Texas Pacific Land Trust may be the epitome of a classic “buy and hold” security. It encounters virtually no competition and requires no working capital to maintain operations. It is merely an income land trust that eventually will be left with one remaining outstanding share, which could carry a value multiples higher than the current price.

Note: Split-adjusted price \$5.00, re. 5:1 split in July 2007.

Note: Split-adjusted price \$26.10, re. 5:1 split in July 2007.

Full Texas Pacific Land Trust - May 1995 Report:

<https://horizonkinetics.com/wp-content/uploads/docs/TexasPacificLandTrust%20TPL%20CRRMay95.PDF>

Actions speak louder than words (*cont'd*)

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Meanwhile, this is what the Trustees did:

- Increasingly engaging in large scale asset sales and trading transactions without disclosure to shareholders or even ex-post explanation. One transaction in particular was **TPL's sale, for \$100 million, of 14,000 Surface Acres in Loving/Reeves County to WPX in 2018.**
- During a shareholder call on 5/2/19, **Clay Gaspar, President & COO of WPX Energy, Inc, said*:**

[44:15] If I think about the announcement from last quarter, the TPLT, the surface acreage, that opens up a whole new arena of value creation for us. On the call I believe **I tried to convey how important in value creating this \$100 million investment is going to be to the company.** I mean I tell you, as we stand today, we clearly see time and time again opportunities coming our way because of that position that we hold. **Multiple times over potential value creation of what we have invested in it...**

Forward-Looking Statements



This Presentation may include forward-looking statements that reflect the Participants' current views with respect to future events. Statements that include the words "expect," "intend," "plan," "believe," "project," "anticipate," "will," "may," "would" or similar words are often used to identify forward-looking statements. All forward-looking statements address matters that involve risks and uncertainties, many of which are beyond our control. Accordingly, there are or will be important factors that could cause actual results to differ materially from those indicated in such statements and, therefore, you should not place undue reliance on any such statements. Any forward-looking statements made in this Presentation are qualified in their entirety by these cautionary statements, and there can be no assurance that the actual results or developments anticipated by the Participants will be realized or, even if substantially realized, that they will have the expected consequences to, or effects on, the Trust or its business, operations or financial condition. Except to the extent required by applicable law, the Participants undertake no obligation to update publicly or revise any forward-looking statement, whether as a result of new information, future developments or otherwise.