



# YOUR ENERGY ADVISER

[WWW.GLENLOCHENERGY.COM](http://WWW.GLENLOCHENERGY.COM)

Glenloch Energy is an upstream oil & gas advisory firm. Our experience spans all phases of upstream oil & gas development, from new country entry through start up and handover to operations. We provide business development support to upstream oil and gas operators, financiers, and consultants.

## BUSINESS DEVELOPMENT STRATEGY

We use a three-step process to create a business development strategy:

- ✔ **Portfolio Analysis:** Analyze your current portfolio of assets against a range of representative scenarios, define what changes are required to achieve the desired level of performance.
- ✔ **Organizational Competencies:** Inventory organizational competencies, identify gaps that can be bridged and develop action plans.
- ✔ **Asset Attributes:** Define asset attributes that enhance portfolio performance and fall within organizational competency.

## ORIGINATION

Origination is the process of identifying assets that exhibit the desired attributes and potential buyers for divestment targets.

- ✔ **Coveted Assets:** Develop a coveted asset list, a list of assets consistent with the defined asset attributes.
- ✔ **Qualified Buyers:** Identify qualified buyers for assets that have been identified as divestment targets, buyers who have both interest and capacity to transact.
- ✔ **Indication of Interest:** Undertake initial outreach to asset owner, host country government and qualified buyers.

## TRANSACTION SUPPORT

Transaction support consists of detailed asset evaluation, negotiation of commercial agreements and close out of conditions precedent.

- ✔ **Asset Evaluation:** Conduct technical and commercial due diligence and detailed economic evaluation based on counterparty's data.
- ✔ **Negotiation:** Negotiate transaction and ancillary agreements or prepare license round submission.
- ✔ **Closing:** Close out conditions precedent and obtain final approvals from partners and host country governments.