



Glenloch Energy Services Catalog

2022

Your Energy Advisor

Services

Strategy

- Decision Based Roadmaps
- Business Development Strategy

Origination

- Studies
- Assets
- Access

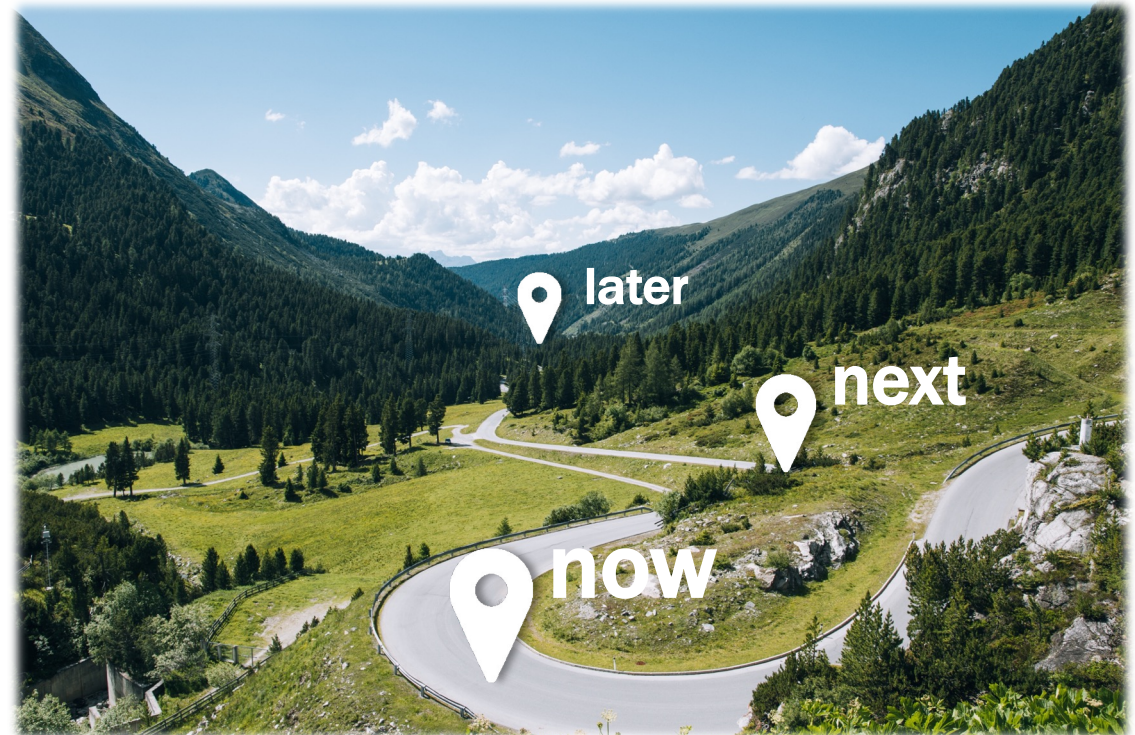
Transaction Support

- Valuation
 - Negotiation
 - Due Diligence
-

Strategy | Decision Based Roadmaps

A Decision Based Roadmap:

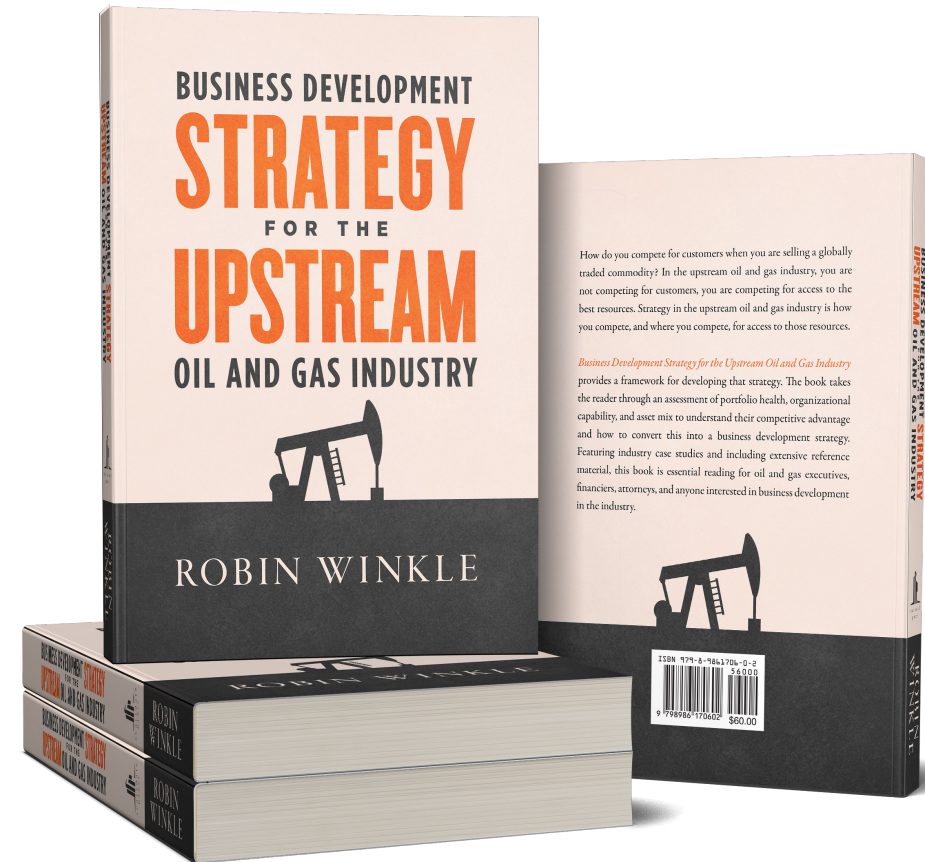
- Establishes where you are now and where you need to go next
- Defines that journey as a series of decisions, rather than a series of actions
- Provides clarity and organizational focus on only the decisions that need to be taken to reach the next milestone
- Specifies who will make each decision, what deliverables they need to support the decision, and when each decision should be taken



Strategy | Business Development Strategy

Business Development Strategy

- **Centered on the needs of the client:**
 - Portfolio Analysis
 - Organizational Capability
 - Asset Mix
- **Actionable Outcomes:**
 - Insights on portfolio strengths and weaknesses
 - Portfolio performance under different scenarios
 - Asset archetypes
 - Partner profiles
 - Transaction design
- **Learn More:**
 - Order this book to learn more



Origination | Studies

Country Profiles

- Preparing for a new country entry
- Background on history, demography, political system, regulatory and fiscal regime, outlook and entry requirements

New Acreage

- Participation in forthcoming license rounds for new acreage
- Acreage assessment, regulatory and fiscal regime, participation requirements and timetable

A&D

- Identifying coveted assets
- Identifying qualified buyers

Play, Basin, National or Regional Outlooks

- Outlook for a particular geology or geography
- Focused on resource potential

Midstream

- Supply and demand balance
 - Existing transportation routes and expansion potential
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Origination | Assets

Pitch Deck

- Overview of the asset or investment opportunity
- Pre-Confidentiality Agreement
- Provides enough information for a buyer to evaluate whether to invest more in evaluating the asset

CIM

- Confidential Information Memorandum
- Post-Confidentiality Agreement
- Provides enough information for a buyer to evaluate the asset and formulate an offer

Data Room

- Virtual and / or physical data rooms
 - Buyers conduct due diligence
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Origination | Access

Direct Contact

- **Contact potential buyers or sellers**
- **Gauge their interest in the transaction**
- **Provide follow up as required**

Benefits

- **Safeguard intellectual property**
 - **Preserve buyers' or sellers' anonymity if required**
 - **Test the market before committing**
 - **Minimize client workload**
-

Transaction Support | Valuation

Asset Valuation

- Discounted Cash Flow methodology
- Post Tax – incorporates fiscal regime
- Post Waterfall – incorporates deal structure
- Includes counterparty and host country asset valuation
- Considers alternate development scenarios
- Considers alternate external scenarios - price, subsurface performance, execution, political risk etc.

Corporate Valuation

- Asset valuation rolled up to enterprise value
 - Impact on Balance Sheet, Income Statement and Cashflow Statement under different scenarios
-

Transaction Support | Negotiation

Negotiate the following agreements on behalf of our clients:

- **LOI / MOU**
- **Farm Out Agreements**
- **Joint Venture Agreements**
- **Purchase and Sale Agreements**
- **Offtake Agreements**
- **Gathering and Transportation Agreements**
- **Time Charters**

We have experience with these agreements in both US domestic and international settings

Negotiation Support

- **Prepare a negotiation strategy**
 - **Facilitate or support the negotiation**
-

Transaction Support | Due Diligence

Technical and Commercial Due Diligence

- Undertake Technical and Commercial Due Diligence on behalf of our clients

Competent Persons Reports

- Prepare Competent Persons Reports as jurisdiction requires

Regulatory Approvals

- Create regulatory roadmap
- Integrate with the execution plan for the transaction

Conditions Precedent

- Structure and clear conditions precedent
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Would you like to learn more?

Contact Us



Glenloch Energy

440 Louisiana Street, Suite 900

Houston, TX 77002

USA



+1 713 364 3947



enquiries@glenlochenergy.com





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www.glenlochenergy.com