

# Acquisition & Divestiture Services

*Enhancing the value of your asset portfolio*



“Leveraging our industry-leading data sets and global network to help clients search, select, and acquire optimum assets that will deliver maximum benefit to their portfolio at minimum transaction cost.”

## The IHS Energy approach— expertise, understanding and a vision for results

IHS Energy has an unmatched breadth of experience and depth of data, analysis, applications and methodologies. Its Acquisition & Divestment (A&D) Practice leads the market in enabling companies and governments to make the most of their resources and assets by identifying and targeting where the best opportunities for growth will exist in the future.

### Our Services

IHS Energy provides clients with full assistance throughout the complete A&D value chain to support their strategy, including:

- ▶ Identifying opportunities
- ▶ Valuation
- ▶ Commercial and technical due-diligence
- ▶ Contract negotiation and support
- ▶ Post-acquisition review and assessment

### Why IHS Energy Consulting

- ▶ Deep commercial expertise and knowledge
- ▶ Unrivaled technical experience and skills
- ▶ Unique access to the world's most comprehensive E&P data resources to screen and select A&D targets for clients
- ▶ World leader in geopolitical, economic, and fiscal risk assessment
- ▶ Proven change management and cultural integration skills
- ▶ Truly independent and impartial advice
- ▶ World-leading analysis tools and methodologies
- ▶ Collaborative working approach

## Case Studies

### **Major Latin American E&P Company: International Corporate Acquisition.**

The client was a major Latin American E&P company with worldwide E&P expertise, looking for acquisition advisement. IHS Energy worked with them to identify strategic reasons for the corporate acquisition strategy, and then identified and valued suitable public and private candidates for acquisitions, including advising the client on the suitability of the final short list.

### **National Oil Company: Asset Valuation**

A national oil company approached IHS Energy to assist with either an asset or corporate acquisition to offset risk of crude supply to their refining and marketing operations. IHS Energy worked with them to establish current production and future reserve requirements. Then, we identified likely candidates, performed required technical and economic evaluations and provided strategic advice on completing the strategy.

### **Major International Conglomerate: Strategic New Entry Advisement**

IHS Energy was retained by a major Asian-based international conglomerate to assist with entry into a new business—oil and gas exploration and production. IHS Energy provided advice and guidance on approaches to fulfil their strategic objectives, identified suitable target assets, valued the assets and provided the catalyst for an unknown player in the E&P business to be recognized as a serious investor.

## About IHS Energy

### **Data**

IHS Energy is the industry's global standard for oil and gas production and well databases, information services and data management solutions. IHS Energy has more global E&P data, current and historic, than anyone else in the industry.

### **Software**

IHS Energy offers unique analytical software tools that help customers quickly and accurately identify, analyze and map trends and opportunities, as well as model and manage risks and costs throughout their workflow processes.

### **Consulting Services**

IHS Energy's worldwide consulting organization provides best-in-class decision support throughout our clients' E&P processes—including new venture assessment, asset management, portfolio management and petroleum data management. Our consulting solutions increase efficiencies and operational successes, and guide strategic business decisions to identify and maximize the value of investment opportunities.

