

Corporate Finance Support for Potential Divestitures and Investments in Oil and Gas Assets

For an international downstream player

Identified opportunities
for downstream investments

30%
operational cost
savings

Trading and transaction
comps across the midstream
and downstream

CLIENT CHALLENGES

- » A global supplier, refiner, distributor and retailer of oil, gas, petroleum products and chemicals
- » The client wanted to get a support across its corporate finance functions to track and benchmark its performance compared to competitors and to identify potential opportunities for divestitures and investments

OUR APPROACH

Relative Valuations:

Trading and transaction comps across the midstream (storage and transportation) and downstream (refining, distribution and retail) segments

Financial Modelling:

Carve-out model to analyse the impact of selling asset/s on company financials, margin bridge analysis, IPO AVP model, organic vs inorganic growth analysis

Benchmarking:

On both operational and financial KPIs/ ratios; working capital, margins, debt, asset life, assets breakup, volume, capacity, etc.

Market Opportunity Assessment

Oil, gas and petroleum products market opportunity studies in various emerging countries

Internal Presentations

IMs, IPO launch, affiliate private take, side-by-side performance, peer market updates, detailed company profiles, impact analysis, trends analysis

IMPACT DELIVERED

- » Engagement helps the client by providing oil and gas industry professionals with corporate finance experience
- » The team functions as an offshore arm of the client's corporate finance and strategy team based in Europe

About Acuity Knowledge Partners

Acuity Knowledge Partners, formerly part of Moody's Corporation, is a leading provider of bespoke research, analytics, staffing and technology solutions to the financial services sector.

Headquartered in London, Acuity Knowledge Partners has nearly two decades of transformation experience in servicing over 300 clients with a specialist workforce of over 2,500 analysts and delivery experts across its global delivery network.

We provide our clients with unique assistance not only to innovate, implement transformation programmes and increase operational efficiency, but also to manage costs and improve their top lines.

These services are supported by our proprietary suite of Business Excellence and Automation Tools (BEAT) that offer domain-specific contextual technology.

Acuity Knowledge Partners is assisted by Equistone Partners Europe, a leading private equity organisation that backs specialist growth businesses and management teams.