

Upstream Oil and Gas Target Analysis and M&A Support

For a Europe Based Upstream Oil and Gas Company



CLIENT CHALLENGES	OUR APPROACH	IMPACT DELIVERED
<ul style="list-style-type: none"> » The client wanted to identify strategic targets for potential investment in the UK North Sea, including both E&P assets and firms 	<ul style="list-style-type: none"> » Based on the client's potential investment plan, prepared a list of small cap E&P firms operating in the UK North Sea and also a list of last six years' historical E&P transactions » Conducted financial research, performed comparable trading analysis, generated key financial and operational trading multiples, and came out with a valuation range for the firms » Also, analysed comparable transactions, generated key transaction multiples based on the type of transaction (corporate vs assets) and the asset life cycle (producing, under development, exploration), and came out with a valuation range for each asset class » Compared the historical Brent price with transaction multiples over the years for each asset class type » Performed outside-in diligence by reviewing annual reports, investor documents, press releases, financial performance, strategic moves and futuristic statements for each firm 	<ul style="list-style-type: none"> » Recommended options to the client for potential investment » Based on the inference gathered from analysing the historical transactions, suggested the client on the deal structuring mechanism that would suit its strategy

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.