

# PLS Energy Advisors Group

The oil & gas industry's leading provider of mid-market negotiated sales and sealed-bid offerings.





Properties & Working Interests



Minerals, Royalties & Overrides

Prospects



Conventional & Unconventional Acreage



Midstream Assets Selling is the last chance to make money on an asset.

## Shouldn't you maximize the opportunity?

Hire PLS.

#### **Mission Statement**

PLS provides clients the information, marketing and advisory services they need to better manage their portfolios and facilitate profitable transactions.

PLS has over three decades of experience marketing oil and gas properties.













# **PLS Energy Advisors Group**

PLS and its marketing divisions have been helping sellers market operated assets, non-operated working interests, conventional prospects, large unconventional acreage plays, royalty interests and midstream assets since 1988.

In fact, PLS' in-house marketing division is one of the industry's largest agencies handling cash flow-driven assets valued between \$100,000 and \$100 million. Additionally, PLS provides solid, value-added marketing resources for prospect generators, exploration companies and land specialists.



PLS assists operators and pipeline companies with marketing their midstream, gathering and transportation assets as well as storage facilities.

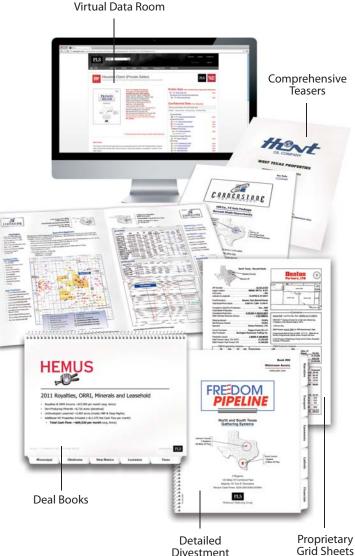
#### In Every Effort —

PLS' marketing team provides sellers specialized data collection; desktop publishing, presentation and PLS maintains the industry's largest database of buyers.

packaging capabilities; in-house printing; the industry's largest database of buyers; multi-dimensional marketing; unique distribution channels; online and physical data rooms; well-tested marketing protocols and 20-plus years of transaction expertise to ensure a successful sale.

In addition to its strong marketing resources, PLS has regional and professional alliances for engineering, evaluation, reservoir simulation, production optimization and best practices. PLS also has access to a number of professional geologists and geophysicists who can provide technical assistance on projects that require support.

PLS has marketed more than \$7.5 billion of assets throughout the U.S. and Canada since 1988 and can execute high-profile marketing projects as well as quick and quiet negotiated sales.



Divestment **Brochures** 







#### Virtual Data Rooms

PLS offers custom internet data rooms for sellers seeking project listings, digital promotion and secure buyer access. PLS' technology, proprietary website and buyer-tracking service offers a complete platform for clients.



## **Marketing & Transaction Services**

#### The Sale Process

The sale of oil and gas interests comes down to four steps: (1) data collection, (2) packaging, (3) buyers list and (4) execution.

PLS' integrated product line ensures success.

#### 1. Data Collection

PLS has proprietary datasets and software for handling data. We use Lasser, TGS, PHDwin and in-house data sets to match public and third-party data with seller-provided information, so buyers don't have to.

#### 2. Packaging & Presentation

Resources include desktop publishing, in-house printing, proprietary buyers lists and mailing facilities to ensure timely and cost-efficient marketing support. PLS hosts virtual data rooms for easy and secure information access.

#### 3. Buyers List

PLS provides up-to-date buyer profiles, tracks listing inquiries and cross-references various databases to generate a high-quality list of potential purchasers.

#### 4. Execution

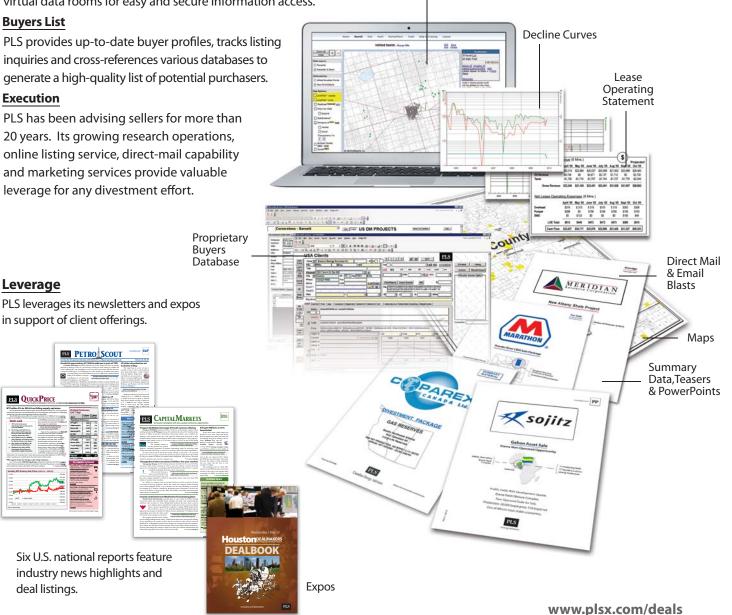
Leverage

PLS QUICKPRICE

PLS has been advising sellers for more than 20 years. Its growing research operations, online listing service, direct-mail capability and marketing services provide valuable leverage for any divestment effort.

PLS can help sell your operated properties, non-operated working interests, overrides, mineral interests, prospects and midstream assets by:

- Simplifying the sales process, saving sellers valuable time and peace of mind.
- Leveraging its proprietary research and information resources to aggressively sell assets.
- Working with regional in-house and technical firms for projects requiring specialized engineering and geological support or local contact.
- PLS is a leader in divestment services, establishing key protocols for data aggregation, packaging techniques, buyers lists and internet technologies.



Data Gathering

#### **Divestment Services**

PLS markets non-operated working interests, operated assets, development projects, royalties, overriding interests and non-producing mineral rights through its marketing arm.

PLS has developed a niche in the mid-market selling assets valued from \$100,000 to \$100 million.

Selling your asset is the last chance to make money on the property.

Furthermore, PLS has handled larger divestments over \$100 million and originated a \$600 million international transaction in 2013. Occasionally, PLS has also worked on larger projects as a co-advisor or subcontractor for several banks.

The firm also sells overrides and royalty interests, including non-producing mineral interests.

PLS' divestment team handles negotiated sales, sealed bids, confidential one-to-one marketing or staggered sales efforts involving multiple strategies. PLS is also a trusted advisor in court-ordered liquidations and bankruptcy sales.

PLS' divestment arm offers in-house engineering and geological support, teaming up with regional technical firms to provide economic evaluation of the assets and suggest exploitation programs for development. These technical services are especially helpful in marketing properties with significant PNDP, PUD and/or probable and possible reserves. PLS manages all three types of data rooms including virtual data rooms, old-school physical data rooms and technical presentations, taking care to match the sale resources and marketing strategy with the type of asset being sold.

PLS is one of the industry's oldest property marketers, handling early sales for Fossil Oil & Gas (Austin Chalk), Endevco (Kansas), Exxon (South Texas) and Texaco (Oklahoma, Permian) in the late 1980s. PLS has also been retained on large multi-package divestment projects including Apache (26 packages), Cornerstone (4), Maxus (11), Pyramid (6), Pittencrieff (5), Snyder Oil (15), Santa Fe (10), Pogo Producing (5) and Unocal (12).



#### Engineering & Geological Support

PLS offers technical services and support on all applicable divestment assignments.

PLS uses the latest information sources and high-end evaluation software, including PHDwin and Aries. PLS also offers its own economic evaluation tool QuickDecline for buyers, sellers and capital providers.



Emkey Assets Sale



Featured Deals



AIX Assets Sale

#### Bankruptcies <u>& Liquidations</u>

PLS's divestment group is an active advisor and marketing firm in the process of selling assets through court-ordered sale processes.



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# Acreage & Farm-outs

#### **PLS Brokers Non-Core Land Holdings**

PLS leverages our publishing resources including *PetroScout* (national E&P) and *Regional Scout* reports, using online and cross-listed marketing platforms to secure proper exposure for land sellers.

PLS also offers discreet marketing for land owners, acreage players or option holders seeking a low profile.

We find optimal prospective

buyers and refer them to secure

PLS markets lands for both Canadian and U.S. oilmen through direct mail and internet data rooms.

and private online data rooms. This confidential approach



helps clients avoid exposure.

PLS land professionals have added value on a number of assignments since 2008.

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#### PLS' **PetroScout** lists hundreds of prospects, projects and farm-outs for sale.

# New Albany Shale

#### **Case History**

PLS sold both of these deals for a Houston independent.

#### **Prospects**

#### Selling E&P Projects and Prospects

PLS offers a number of resources for prospect generators looking for help in marketing their exploration ideas.

As with divestments,

PLS brings unique resources, market knowledge, buyer relationships and transaction insight to simplify the prospect sales process.

We have helped prospect generators and exploration managers with projects ranging from one-well conventional prospects to large, multi-well concepts and international opportunities.

PLS utilizes publishing resources to market and advertise assignments.

Our Dealmakers Expos are an added resource, offering clients discounted rates for booths and admission at highly effective industry prospect and property marketing events.

PLS has marketed exploration prospects since 1995.

PLS uses innovative software to market prospects including specialized tracking, seismic evaluation tools and process management. PLS also works with regional technical and geological firms such as INEXS to market complicated and highly technical opportunities.

Our multiple listing service has handled thousands of prospects over the past 20-plus years and its database tracks all active buyers. PLS also tracks other market activities, including prospect shows and operator activity.

PLS has been retained as an advisor on more than 200 prospect-marketing efforts.



# PLS' **U.S. Regional Reports** and **International Scouts**

provide news and information on prospects, plays and rigs across applicable basins.

www.plsx.com/deals

#### **Monetizing Gathering Systems and Pipelines**

PLS has established itself in the midstream property arena through its listing service, MidstreamNews newsletter, and regular MarketAlerts and QuickPrice commodity market reports.

The midstream group has marketed a range of assets, from small gathering systems to large regional projects and transmission pipelines.

PLS has shown midstream assets can bring some of the highest multiples and transaction metrics of any income-producing assets.

As with divestments and prospects, PLS' midstream team is able to draw on all of our unique resources, protocols, knowledge,

relationships and transaction insight to simplify the midstream and downstream marketing process.

The PLS midstream marketing team also uses innovative data aggregation, aggressive marketing, proven buyers lists and state-of-the-art internet data rooms for marketing success.

As needed, PLS can team with other specialists or act as co-advisor on more complex projects.



Midstream marketing is supported by the PLS MidstreamNews report.

#### **Proprietary Market Insight**

PLS leverages its databases to advise clients on value-added asset sales.

docFinder







Capitalize

Multiple Listings

M&A Metrics



#### On Each and Every Effort, PLS -

- Designs, manages and executes sales and marketing campaigns from initiation to closing;
- Properly positions each asset for market by using proprietary database tools;
- · Uses the industry's largest and most comprehensive buyers database;
- Assists in selecting the right sale strategy including private or public offering, sealed-bid or negotiated sale, or closing of a joint venture;
- Uses proprietary data collection and aggregation protocols to handle asset and/or prospect data collection;
- Provides direction and guidance through the pre-marketing process;
- Prepares professionally designed presentation materials (grid sheets, teasers, PowerPoints, full brochures, postcards, inserts) for each asset;
- · Advertises divestments in PLS listings online and in PLS' reports;
- · Sets up public or private internet data rooms for easy access by potential purchasers;
- Manages the administrative requirements of the sales process including confidentiality agreements, buyer discussions, mail and email reminders and phone solicitations;
- · Provides advice on offers, deal structure and terms; and
- · Screens buyers to smooth negotiations and maximize the final price.

#### **Fee Schedules**

PLS' fee structure generally includes an upfront engagement fee, success fee and reimbursement of out-of-pocket expenses.

The initial retainer or engagement fees generally range from \$3,500 to \$35,000 depending on professional efforts, project type, package requirements, size and timeline.

Success fees vary by project type and package size but are generally based on the traditional 5, 4, 3, 2, 1 Lehman scale for income-producing properties.

PLS prospect fees are very flexible and may include a turnkey amount, charge per well for wells drilled, percentage of capital raised and/or an override.

Packaging costs include postage, printing, travel and engineering fees and may be billed only in the event of a non-sale.





### Select Assignments

PLS has provided acquisition & divestiture services for some of the industry's most influential brands.



#### Select U.S. closings sold through PLS' divestment arm.





#### 20% PREMIUM

- PLS retained in Spring 2014
- Seller expected \$52-54 million
- Aggressive sale process led to a premium offer of \$64 million with multiple purchasers competing at the end
- PLS secured 20% premium through hard work, competitive process and market conditions
- Deal closed in May 2014

#### BAKKEN NON-OPS

- · Private investor sought liquidity
- PLS hired to run a short, private process, with a target \$27–30 million
- Quietly marketed to ~36 seller-approved buyers
- Four offers received after three weeks but high offer of \$27 million came with no PSA
- PLS encouraged Seller to see process through. A week later, under PLS' stewardship, a more qualified purchaser submitted an offer for \$35.5 million and an agreeable PSA
- The PSA was later executed for the \$35.5 million representing a 32% premium to the original offer
- The deal closed in August 2014





#### OKLAHOMA PACKAGE SOLD IN 40 DAYS

- PLS hired mid-June 2015
- ~20 CAs executed in first 10 days
- Acceptable offer received within 14 days
- Despite softening product prices, PLS secured a premium price for the assets including above-market consideration for the upside
- Highly qualified buyer closed even though oil prices dropped ~14% during due diligence

#### **30 DAYS OR LESS**

- PLS engaged to run a quick & private process to monetize family override
- PLS set up data room under PLS' Private
  Opportunities
- PLS discreetly reached out to a specific list of ~75 potential purchasers
- Aggressive follow-ups resulted in eight credible offers with three offers in range of seller's expectations
- Additional few days marketing led to an acceptable offer and a quick close
- PLS packaged, marketed and closed this package within 30 days
- Deal closed in January 2014 at \$17.5 million





Bakken Non-Operated Package 18 Wells. 164 PUDs. Williams Co., ND



Bakken Non-Operated Package 54 Wells. 16 Counties. North Dakota & Montana



Bakken Non-Operated Package 278 Wells. 2,251 Acres. 6 Counties. North Dakota & Montana



Montana Acreage ~6,550 Gross / ~4,000 Net Acres. Sheridan Co., MT



North Dakota Non-Operated Package 62 Wells. 2,040 Net Acres. 6 Areas. Dunn & Golden Valley County



Bakken & Three Forks Project 25 Bakken & Three Forks Wells. Multiple Counties



- \$64,000,000 Bayer Votersteen Boald Mathem New Operate Robations Sector Description Sector Description
- Bakken Non-Operated Package ~258 Wells. 3,600 Net Acres. North Dakota & Montana



North Dakota Non-Operated Package Core Areas Williams Co., ND



#### ZAPATA CO., TX BANKRUPTCY

5 Gas Wells on 3 Leases. LOBO CONSOLIDATED Exsun & Cisco Benavides 10,000-13,300 ft Deep. Other Objectives Possible. 50% Operated WI; 38% NRI Gross Production: 1,103 MCFD Net Production: 415 MCFD Est Cash Flow: \$25,000/Mn BANKRUPTCY PROCESS Court Ordered Auction Nov 14, 2014 2.0% BUYER PREMIUM OWED TO PLS SOLD BY PLS



#### **TEXAS BANKRUPTCY PACKAGE**

40 Wells; >75 PUDS; >45,000 Acres PERMIAN & PANHANDLE ASSETS MARTIN & MOORE COUNTIES Spraberry Trend & Red Cave Production Multiple Stacked Pays In Both Areas 80-100% Operated WI; 75% NRI Gross Production ~382 BOED Net Production ~235 BOED Net Cash Flow ~\$500,000/Mn Total Proved PV10: **~\$109,000,000** Third Party Reserve Report Available CHAPTER 11 SALES PROCESS SOLD BY PLS Q1 2013



#### **GULF OF MEXICO PROPERTIES**

20 Wells. 7 Fields. 15 Blocks. HIGH ISLAND, SHIP SHOAL WEST DELTA & WEST CAMERON Miocene, Frio & Additional Multipay Zones Significant Upside: PUD, PDNP Operated & Non-Operated WI For Sale Gross Production: 212 BOPD & 9,984 MCFD Net Production: 2,500 MCFED Strong PDP and Cash Flow.

Strong PDP and Cash Flow. Bankruptcy Negotiating Offers SOLD BY PLS 3RD QTR 2008



#### SERVICE COMPANY FOR SALE

Unique Tubular Manufacturing Operation PATENT PENDING TECHNOLOGY PROPRIETARY CONNECTION Drill Pipe & Drill Stem Components New Thread Profile. Maximum Torque Reduce Peak Stress Technology Has Various Design Validation 100% INTEREST IN BUSINESS FOR SALE Recent Revenues: \$10-\$15 MM SOLD TO THE STALKING HORSE Q4 2011



#### **CORNERSTONE SALE PKG. 1**

18 Wells; 13 Operated; 1 SWD. 5,583-Acres (76% HBP) 9,305-Acres to JV WOODFORD SHALE 2-D & 3-D Seismic (~36 mi. & ~30 sq. mi.) 26 PUD Locations ~47% Operated WI; ~37% NRI Net Production: ~2.6 MMCFeD April '10 Cash Flow: ~\$380,000/Mn Net PDP Reserves: 7.92 BCFe Net Proved Reserves: 24.27 BCFe Net PDP PV12 Value: \$13,000,000 CHAPTER 11 SALES PROCESS



#### **CORNERSTONE SALE PKG. 2**

**BY PLS & TRUSTEE** 

20 Operated Wells. 5 Non-Op Wells. BARNETT SHALE Newark East Field & North Hill County 20,333 Net Acres (33% HBP). 3-D Seismic: ~88 Square Miles 168 Net Locations Held By Production ~70% Operated WI; ~55% NRI ~18% NonOp WI; ~14% NRI Gross Production: >10.6 MMCFD Net PDP Rsrvs: 12.8 BCFE Net Proved Rsrvs: 49.8 BCFE Net 3P Reserves: 230 BCFE CHAPTER 11 SALES PROCESS



#### **GULF COAST PROPERTY PACKAGE**

16 Active Total Active Wells. TEXAS & LOUISIANA Various Gulf Coast Plays Liquids Rich Natural Gas Mostly Operated WI & NRI Also 20% Non-Op WI in Louisiana Gross Production: 101 BOPD & 2.4 MMCFD Net Production: 54 BOPD & 1.4 MMCFD Average Net Cash Flow: ~\$200,000/Mn PDP PV10: ~\$3,900,000 Total Proved PV10: \$65,000,000 SOLD BY PLS



#### **TEXAS BANKRUPTCY PACKAGE**

5-Total Wells. 2-Active. 645 Gross Acres GONZALES & MCMULLEN Eagle Ford & Buda Eagleville, Peach Creek & Giddings Fields 100% Operated WI; 75% NRI Gross Production: 43 BOPD & 649 MCFD Net Production: 32 BOPD & 487 MCFD Net Cash Flow August 2015: ~\$26,100/Mn Net Proved Reserves: 204 MBO & 242 MMCF Total Proved PV10 : \$4,071,000 SOLD BY PLS

# Select Assignments

Select U.S. closings sold through PLS' divestment arm.



Maximize your sales receipts by breaking your package up into regional offerings.



#### Resume

#### **Global Clients**

Force Energy **Gulfsands Petroleum Plc** Husky Oil Newpek **OMV** Group **Melrose Resources Plc RWE** Petroleum Repsol Schuepbach Energy Sojitz Energy Ventures Statoil Total Tovota Tshusho Tullow Vitol Inc. YPF



#### Who's Who

Over the past 20 years, PLS has advised some of the globe's most influential oil and gas companies.

PLS services include information (news, listings, databases, advertising, expositions, conferences); transactions (divestments); and advisory services (consulting, buy-side & capital markets).

#### **Select Canadian Clients**

Acanthus Research AEC Energy Alma Oil & Gas Anderson O&G Ascent Energy **Barrington Energy** Barrington Research **Bastion Energy** B.C. Star Partners Beau Canada Benson Petroleum Best Pacific B-L Oil Corp. Bluerock Resource **Bluestone Research** Cabot Canada Calvalley Petroleum Canadian Forest **Canadian Hunter** Canadian Pioneer Canoil Energy Canor Oil Capture Energy Case Energy Chancellor Energy Chauvco Resources Chel-X Inc. Chevron Canada **Cimarron Petroleum Circumpacific Energy** Coast Pacific Colony Energy Coparex Canada Corexcana Ltd. Crestar Energy Crossroads Energy Desmarais Energy Diablo Oil & Gas Dion Resources EECL Resources Elk Point Resources Encal Energy Enervest Resources **Enerplus** Group ESSO/Imperial **Excel Energy EXCG Energy** Fossil Oil & Gas Garran **GEOCAN** Energy **Geo-Energy Ventures** Glenbriar Development Golden Trend Granisko Investment

Green MapleEnergy Griffin Petroleum Gulf Canada Hemus Canada Hurricane Hydrocarbons International Colin International Interlake J.M. Huber Canada Japan Canada Oil Sands Jordan Petroleum Kensington Energy **Kicking Horse Resources** Koch Exploration Canada Lanex Research Little General Loon Energy Magrath Energy **Majestic Mines** Mark Resources Maxx Petroleum Merendon Mining Moxie Petroleum NAL Resources NCE Oil & Gas NCO New Midland Petroleum Northridge Exploration NXT Energy USA **Olympic Resources** Omega Hydrocarbons OPRI Paddle Petroleum Palliser Energy Paragon Petroleum Pengrowth Penn West Petroleum Peregrine Energy PetroCanada Petrol Production **Phillips Petroleum Predator Exploration Predator Partners** PrimeWest Energy Progress Energy Prudential Energy **Questar Energy Radar Energy Renaissance Energy Response Energy Rising Resources Rocky River** Roseland Sabre Energy Samson Canada

Sceptre Resources Serenpet Energy Shell Canada Shiningbank Energy Skylight Energy Star Oil & Gas Startech Energy Strike Energy Suncor Sunergy Petroleum Surat Energy Taku Oil & Gas Tap Capital Gas Taurus Energy Terra Energy Terraco Energy Tethys Energy Texaco Canada Thunder Road Resources Tornado Torode Totalfina Total Petroleum Canada Transworld O&G Traxion Energy Tusk Energy **Union Pacific** Unocal Canada Upton Resources Virtus Energy Wascana Energy Western Star Exploration Westlinks Westridge Wintershall Zargon Energy



#### Select U.S. Clients

Alta Mesa Holdings Amax Corp. Amerex Resources American Energy Operations Ameristate Exploration LLC Anderson Exploration ARCO Apache Corp. Apollo Energy LP Aries Resources LLC Aviva Petroleum Austin Resources Banam Corp. Bank of America Barra Resources Barrow-Shaver Resources **Basin Exploration Bellwether Exploration Bettis Boyle Stoval BHCH** Mineral **BHP** Americas Black Pool Energy Bravo Operating **Breitenbach Petroleum Brigham Exploration** Bright & Co. **Burgandy Petroleum Burlington Resources BWAB** BXP Ltd. Cabot Oil & Gas Champion Exploration Chevron U.S.A. Cholla Petroleum Comstock Oil Cornerstone E&P Costilla Petroleum Cornerstone Energy Cox Gas Cvmri Delta Petroleum Denbury Resources Denton Partners Ltd. **Dewbre Petroleum** Dore Energy Double Eagle Development Dorado E&P Partners Dové Energy Duer Wagner III

Eakin Fountainhead **Eastern Well Service** Eastland Exploration Encana Oil & Gas Endevco Producing **EnSight Resources ERG Resources LLC** Excel Energy Exxon U.S.A. Five State Energy Forest Oil Forcenergy Fortuna Royalty **Freedom Pipeline** Fredericksburg GAW Oil **Golden Eye Resources Griffin Petroleum GRB** Petroleum Gulfstar Operating Hardy Oil & Gas USA Hemus Hibernia Resources Hillin-Simon Hollimon Oil Howell Oil & Gas **Hughes Eastern Petroleum** Hunt Oil JMI Energy Jordan Oil JP Oil Company Kerr-McGee Kona Oil & Gas Properties LeNorman Energy Linder Oil Loudon Exploration Magnum Hunter Resources Makoil Mariner Oil Maxus Exploration U.S.A. Meridian Oil Miller Encerav **MNA** Production Mobil Oil Corp. **MPI** Partners NARCO Oil National Energy Natural Gas Clearinghouse **NCI Enterprises** 

Nearburg Producing **Neumin Production** New Century Exploration Noble & Cantrell Nuevo Energy Nytex Petroleum LLC **Oil Ventures LTD OPI** International **Orthwein Petroleum** Panaco Property LLC Paragon Petroleum **Patriot Exploration** Parker & Parsley Permian Basin Acquisition Fund Petroleum Inc. PetroHunt Petroquest Primal Energy Exploration **Phillips Petroleum** Pioneer Natural Resources **Pittencrieff America Playa Exploration PPC Energy** Presido Oil Priest Petroleum Prodigy Oil & Gas Prudential Energy Pyramid Energy **Redbird Royalties Ray Westall Operating Red River Royalties LP Rio Alto Exploration Richie Exploration Rippy Oil Rosewood Resources** Samson Santa Fe Energy Santa Fe Minerals Shell Western E&P ShoeBox Royalty Skedee Oil & Gas SKH Inc. Snyder Oil Sooitex Energy Source Rock Energy Starboard Resources Silver Creek Superior Permian Oil



Swift Energy **Taurus Exploration** TDC Corp. Team Investment Inc. Texaco U.S.A. Torch Energy Royalty Trust The Bounty Group William K. Warren Foundation Thorp Petroleum Tongue River Royalty Torch Energy Advisors Total Minatome Traditional Royalty Trust Company of the West Ultra Oil & Gas Unicorp **Union Pacific** Unocal Corp. Valence Operating Vamos Oil & Gas Venoco Inc. Vernon E. Faulconer Vista Resources Wadi Petroleum Wagner Oil Western Reserves Wheeler Operating White Oak Holding Whiting Petroleum Corp. Whittier Energy Williams Production Xeric Oil & Gas





Transaction Services For The Oil & Gas Industry.

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