IHS ENERGY

Company & Transaction Research

IHS Energy Company and Transaction Research provides unparalleled independent research and analysis on the world’s leading energy companies and global energy M&A markets.
Company Research
IHS Energy Company Research employs a consistent and time-tested methodology to understand the valuation, strategy, and performance of the world’s leading upstream oil and gas companies. Our reports and analyst insights provide quantitative assessment of a company’s ability to successfully execute its strategy, generate cash flow, and create shareholder value.

Transaction Research
IHS Energy Transaction Research and M&A Database provide critical independent insights into the energy merger, acquisition, and divestiture marketplace. The Transaction team is dedicated to analyzing deals on a daily basis, across all energy sectors, providing proprietary deal pricing, valuation benchmarks, and M&A trend analysis. Additionally, our M&A database features a broad range of search parameters to identify deal comparables, including all global regions, energy sub-sectors, transaction value ranges, and individual buyers and sellers, plus custom data export capabilities, and customized charting. Our Significant Energy Assets on the Market (SEAM) product leverages the M&A database internally to establish independent valuations of assets actively being sold.

Who uses the service?
Financial professionals – investment banks, commercial banks, private equity analysts/managers, fund and portfolio analysts/managers, institutional analysts, money managers, financial planners.
Oil & Gas professionals – strategic planners, business development, exploration and production, competitor intelligence, financial analysts, M&A analysts, marketing/sales, client intelligence, and executives.

Questions answered
1. What are the company specific drivers of shareholder value?
2. How can I easily benchmark financial and operational metrics?
3. How can I track company specific and regional M&A activity and deal valuations?
4. Who are my competitors of today and tomorrow?
5. What are the new ventures attracting capital and what are the opportunities for entry?
6. How can I effectively screen acquisition opportunities?
7. How are companies performing within a specific play?
8. How can I maximize investments over a large and varied energy portfolio?
9. What are the capital allocation trends within the sector?
10. Where can I find comprehensive details on 8000+ energy projects?
11. Who are the top buyers and sellers of assets and what is driving their strategy?
12. What is the expected price of assets currently on the market?
13. How do I find third party, independent company and asset valuations?
Supports your decision-making that drives your investment or growth strategies

Differentiators

• True independent analysis and valuations of companies and transactions.
• Industry’s deepest, most proven source of M&A analysis.
• Critical insight, tools and analysis needed for comparative assessment of the financial and operational, performance, and strategy of the world’s leading energy companies.
• Comprehensive private oil company database.
• Part of a broader IHS team of analysts that includes 2000 analysts across the globe with insight and analysis across the entire energy value chain.
• Our analysts serve a client base comprised of virtually every major energy company, top institutional and investment managers and the world’s leading commercial and investment banks. This diversity allows our analysts the opportunity to bring multiple views together and develop unique insights on the energy sector. Analysts are available exclusively to our clients to discuss and share their research and insights.
• Deep regional and global analysis and expertise alongside extensive databases.

M&A iPad® app
The only M&A analysis app in the industry brings the most proven and reliable M&A Database to the customer anytime, anywhere.

Company & Transaction Research is now on IHS Connect
An online business and market intelligence platform that brings together our industry analysis, in-depth market research, technical information and forecasts with robust analytical capabilities. Its intuitive interface transforms complex, multi-dimensional information and analysis into actionable insight.
Company Analysis:
What’s driving shareholder value?

- **Fundamental Analysis**: Understand drivers of financial and operational performance and company’s ability to grow shareholder value.
- **Benchmarking**: Compare overall financial performance among peer groups and individual companies; growth, profitability, financial strength, capital efficiency, and capital allocation.
- **Competitor Intelligence**: Compare global and regional upstream operating results by peer groups and individual companies; upstream capital investment, reserve growth and reconciliation, replacement and operating costs, upstream profitability.

Event driven actionable insights along-side analytical tools and proprietary data.

Access to all our company research in one location.

Has my company been growing its reserves more efficiently than its direct peers?

In-depth independent valuations and analysis on the world’s leading companies.
Transaction Analysis:
How do I identify specific opportunities that fit my strategic profile and outlook?

- Track deal activity, pricing benchmarks, and M&A spending trends across the globe and within specific regions, basins, and asset types.
- Access third-party independent comparable deal metrics on a daily basis.
- Receive independent valuations of current assets on the market.
**Company Play Analysis:**
What is the outlook and upside of the play, who are the dominant companies in the play, who is best positioned, and what are the opportunities for entry?

Provides an independent assessment of the implications for valuation, strategy and performance for companies active in the play. It provides actionable insights through a detailed analysis of well results, acreage positions, play economics, drilling activity levels, and valuation analysis based both on M&A transactions and discounted cash flow analysis. The Company Play Analysis identifies players in a stronger financial position and others who may be seeking partnership or divestiture.

**Play & Operator Evaluation**
- What are well results telling us about the play? Emerging, growth, expanding, mature, or in decline.
- Individual operator well performance along side regional trends.
- Economic analysis: What’s driving returns and what will it take to make the play work. Price, costs, EURs, and technology.
- Which companies have the operational expertise to successfully exploit their acreage positions.

**Entry Opportunities**
- Which companies are best positioned with the most exposure and have the financial wherewithal to develop their positions?
- How are assets being priced in the market? Proven, probable, and contingent resource valuations, acreage prices, and production multiples.
- Who’s buying and selling?
- Intrinsic value vs market value.

**How do we differentiate ourselves?**
By asking the next level questions.

Company ABC just paid a high water mark of $30,000 per acre in play XYZ
- Why was it the high water mark?
  - Better well results
  - Consolidating acreage position
  - Aggressive buyer

- What will it take for the deal to be economic?
  - What average EUR will they have to achieve
  - What drilling cost will they have to achieve
  - What average price will they have to realize

- What other assets might be sold?
  - Companies that don’t have the required capital
  - Companies exiting
  - Potential buyers
Company Play Analysis map – shows the stakeholders & IHS Valuation of Brazil Santos Pre Salt Fields

More than 70 Global Company Play Analysis reports available today

Operator performance and analysis of valuation, strategy, and performance

What’s it worth? Intrinsic values versus comparable market pricing
## Energy Company & Transaction insight, analysis and data

### Company Research – Independent valuations, strategy analyses and comprehensive online financial and operational tools

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<td>Company Play Analysis</td>
<td>Providing key company level insights into established and emerging global plays, helping our clients understand vital operational trends, the competitive environment, entry opportunities, economics, and valuation implications</td>
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<tr>
<td>Valuation Reports (Annual)</td>
<td>In-depth independent valuations and analysis on the world’s leading companies. Detailed regional assessment of proven oil and gas reserves, nonproven resources, non-upstream businesses, and overall balance sheet strength. These long-term valuation trends help us understand successful strategies for creating shareholder value</td>
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<td>Provide key insights and timely analysis on major events that affect a company's valuation, strategy, and performance throughout the year</td>
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<td>Peer Group Analysis</td>
<td>IHS defined and customized comparative peer group reports focused on relative financial and operating performance and valuation growth. Provides both historical benchmarks and forward looking estimates, insights, and analysis</td>
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<td>Global Upstream Performance Review</td>
<td>Presents key upstream regional and global benchmarks, discusses forward-looking trend expectations, and provides individual upstream performance rankings for 200+ oil and gas companies</td>
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<td>Performance Metrics Reports</td>
<td>Provides graphical representations of key upstream performance benchmarks and financial data</td>
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<td>Herold Oil Headliner</td>
<td>Focused and timely energy industry news and statistics delivered daily</td>
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<td>Access to IHS Company Research Analysts</td>
<td>IHS Analysts are available to discuss their research and insights with clients</td>
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### Tools and Databases

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<td>Company Metrics</td>
<td>Comprehensive financial and operational database including 400+ publicly-traded energy companies and 1,200+ metrics</td>
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<tr>
<td>Global Projects Database</td>
<td>Comprehensive resource for 1,600+ oil and gas projects with development approval</td>
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<td>Global Private Oil Company Database</td>
<td>Corporate, operational, and financial information on 1,700+ privately-held companies</td>
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### Transaction Research – Timely analysis and insights on global energy market transactions.

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<td>Transaction Deal Sheets</td>
<td>Detailed analysis including summary information and propriety transaction valuation data &amp; metrics</td>
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<td>M&amp;A Alerts</td>
<td>Deal analyses, insights and key implications on all significant transactions worldwide</td>
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<tr>
<td>Global Energy M&amp;A Analysis</td>
<td>Industry-best annual study providing critical historical and forward-looking valuation and trend analysis on the upstream M&amp;A marketplace</td>
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<td>Global Upstream M&amp;A Review</td>
<td>Analysis on key transaction and regional trends &amp; insights on recent global M&amp;A activity</td>
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<tr>
<td>Monthly Upstream Perspectives</td>
<td>Data and analysis of significant transactions covering all sectors of the energy industry</td>
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<td>Quarterly Reviews</td>
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<tr>
<td>Access to IHS M&amp;A Analysts</td>
<td>IHS independent pre-deal valuation analysis and insights on assets and companies for sale using comparable market transactions</td>
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<tr>
<td>Significant Energy Assets on the Market, Research (SEAM)</td>
<td>Commentary and insights on breaking news about global upstream assets on the market</td>
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<td>M&amp;A Database</td>
<td>Online database providing clients with access to individual deal analysis on more than 40,000 energy industry transactions over the past twenty years benchmarked against commodity prices, featuring key M&amp;A marketplace valuation metrics for all global regions</td>
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### For more information

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### About IHS Energy

IHS Energy, a part of IHS (NYSE: IHS), is the industry's authoritative provider of information, analytics, and insight to help clients understand the interconnected, dynamic forces that shape energy markets and asset performance. Our experts and analytical tools enable clients to continuously improve their strategy and operations across the entire energy value chain, covering oil & gas, coal, power, and renewables.