

Developed international M&A strategy for an Asian National Oil Company

Situation



An NOC had published a stated ambition to become an Asian Energy Champion by 2025. Limited access to capital and declining domestic reserves/production were making delivery of this ambition very challenging. IHS Markit assisted the NOC by developing a structured approach to achieve its growth targets. IHS advised on methodologies to determine where to focus efforts, which opportunities to pursue, and why.

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Action



Upstream Oil & Gas Consultants:

- Deployed a five-stage process including a business assessment, framing, identification and assessment of strategic alternatives, opportunity characterization, technical and economic evaluation and recommendations
- Developed six independent strategies and assessed each to determine the impact on the company in terms of reserves, production, capex and value (NPV)
- Recommended a final “hybrid” strategy
- Built a ranking tool for the client’s new venture team, utilizing IHS Markit in-house data. The tool included the top 600 opportunities that matched the strategy
- For each country, provided an extensive analysis of in-country issues, key success drivers and risk mitigating strategies for any high-level risks

Result



The NOC’s Board accepted the proposed strategy recommendations and created a business plan to implement them. They utilized the ranking tools created to rank opportunities and successfully closed a deal in an SE Asian country. The NOC continues to scout and look for opportunities in the short-listed countries recommended by the IHS Markit work.