



NCS dedicated E&P advisory

- Consulting business founded by Arild Andresen in May 2011
- More than 20 years of E&P experience from the Norwegian Continental Shelf (NCS) of which nine years from the industry and 11 years from investment banking
- Comprehensive experience from finance and strategy incl. business development, NCS asset transactions, company transactions and equity and debt capital market transactions

Background and employment

- M.Sc. in Petroleum Engineering NTH 1990
- Norsk Hydro, Drilling and well operations, Bergen, 1991 – 1997
- M.Sc. in Business NHH 1996
- Saga Petroleum, Business development and strategy, Sandvika, 1997 – 1999
- DnB Markets, Corporate Finance and Equity Research, Oslo, 2000 – 2004
- Pareto Securities, Corporate Finance, Oslo, 2004 – 2006
- First Securities, Corporate Finance, Oslo, 2006 – May 2011
- A Energy, Oslo, June 2011 →

Basis for foundation

- Despite being a mature oil province, NCS still has significant remaining potential, both within current producing fields, undeveloped discoveries and exploration
- Due to the remaining potential, framework changes and high oil prices the number of players on NCS has increased from ~15 in 2000 to ~60+ in 2011, and the exploration activity on NCS is today at all time high
- Going forward the number of asset transactions on NCS will increase. Numerous exploration farm-outs will be made. Several discoveries will be made by E&P minors of which several will be sold before development. Some major E&P companies will also sell mature producing assets.

Some relevant NCS experience

- Statoil Initial Public Offering in 2001
- SDFI asset sale in 2002
- Sale of Lundin Petroleum's 75% interest in OER to Endeavour Int. Corp. in 2004
- Pertra (now Det norske oljeselskap) start-up in 2005, private placement and listing on Oslo Stock Exchange in 2006
- Private placements for Revus Energy and sale of the company to Wintershall in 2008
- LOTOS E&P Norway acquisitions of Yme field interests from Revus Energy and Det norske oljeselskap in 2008
- Bridge Energy merger with Silverstone and listing on Oslo Stock Exchange in 2010
- Sale of Concedo's Maria discovery interests to Wintershall in 2011

Primary consulting services

- A Energy offers advisory services within E&P finance and strategy including business development, NCS asset transactions, company transactions, equity and debt financing and capital market transactions
- Examples of offered advisory services:
 - Advice in connection with acquisitions and divestments of producing, development and exploration assets and companies, including process management, preparations of documentation and data room
 - Other advice within finance and strategy, e.g. valuation, strategy, business and portfolio development, capital structure, equity and debt financing, capital market transactions and defence preparations

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