

COPORATION ACQUISITION STUDIES

Background

Hannon Westwood utilise proprietary software, examine portfolios of target companies and complete in depth analyses of the impact acquisition would have on the delivery of the client company's corporate goals.

We establish the client company's objectives, preferences, constraints and the nature of the growth plans to deliver a comprehensive analysis.

Hannon Westwood Expertise

Hannon Westwood's proprietary UKCS database and related modelling applications allow for the creation of investment plans and sensitivity studies based both on the target assets, and on the combined client and target portfolios. The oil & gas Resource Database is linked with Hannon Westwood's proprietary Ownership Database of **core and non-core classifications** on all UKCS working interests for producing assets, undeveloped discoveries and exploration prospects.

Typical Scope of Work

Target Company Analysis

- **Company characteristics:** An in depth analysis of the target company in terms of exploration, appraisal and producing assets with resulting production and cash flow performance based on the assumptions agreed at the initial planning meeting.
- **Portfolio characteristics:** Analysis and description of the key characteristics of the assets within the target company's portfolio and their potential to impact delivery of the client company's growth targets.
- **Portfolio attributes:** Identification of the potential to develop new hubs/core areas post the acquisition
- **Incremental benefits:** Identification of potential areas of value growth through the impact of scale, influence, portfolio upgrade, drill out rates, financial and operational synergies.

An initial meeting is required with the client company to agree the base case for the existing portfolio to be utilised in the analysis.

During the work phase regular contact through meetings, email or conversation is maintained with the client company to advise progress and discuss issues.

Deliverables:

1. **Review:** the results of the evaluation are presented in a one-day interactive workshop including a review of the initial results and investigation of the impact of variables on the base case utilising the HW corporate tool and any other applicable HW software required
 2. **Final presentation:** Following the interactive workshop a final presentation pack is produced for use in client company internal presentations and meetings.
 3. **Presentation materials:** a copy of all presentation materials utilised during the process is provided to the client company
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