Opportune LLP is a leading global energy business advisory firm specializing in adding value to clients across the energy industry, including upstream, midstream, downstream, power and gas, commodities trading and oilfield services. We work collaboratively—as a single firm—to offer comprehensive solutions to our clients.
OUR MISSION STATEMENT

Our mission statement is simple, but direct: *Add value to clients.*

We accomplish this by having all of our focus on you, the client, and by staffing our assignments with seasoned energy professionals who have executive-level experience in both industry and professional services.

THE OPPORTUNE ADVANTAGE

We are uniquely positioned to add value to our clients as a result of the energy expertise of our experienced professionals. Since we are not an audit firm, we are advocates of our clients and are not subject to the restrictions placed on other firms by regulatory bodies.

Our teams work collaboratively across our practice areas to innovate comprehensive solutions.

PRACTICE AREAS

Across energy segments, our practice areas include complex financial reporting, dispute resolution, enterprise risk, investment banking, outsourcing, process and technology, reserve engineering and geosciences, restructuring, strategy and organizational design, tax advisory, transactional due diligence and valuation.
COMPLEX FINANCIAL REPORTING

Accountability and advocacy go hand in hand with all energy-business transactions. Opportune employs a team approach to research and documenting solutions to complex financial reporting issues. Our expertise rivals the multinational firms, while our focus on the energy market and personalized client services make us a unique player in this advisory arena.

- TECHNICAL ADVISORY
- EQUITY & DEBT SECURITY ADVISORY
- NEW & EMERGING ISSUES
- DERIVATIVE REPORTING

DISPUTE RESOLUTION

Our practice centers on assessing the financial merits of a claim and developing financial damage models specific to it. We can assist in the discovery process, analyze financial records and business operations, and work with legal counsel to understand potential causes of action and determine recovery strategies. If needed, we also provide expert witness testimony. Our petroleum engineering capabilities often play an integral role in the successful resolution of a dispute.

- LITIGATION SUPPORT
- BUSINESS INSURANCE CLAIMS
Opportune Partners LLC is an independent investment banking and financial advisory affiliate of Opportune LLP, a leading global energy business advisory firm. Opportune Partners specializes in adding value to clients by leveraging our deep experience in restructuring, due diligence, tax advisory and valuation to provide expertise that drives transactional execution. Opportune Partners employs a team approach by applying all of our accumulated experience in investment banking to our clients, both large and small, listed and private, and domestic and international. With our operating and financial expertise we are able to help meet strategic objectives.

- MERGER & ACQUISITION ADVISORY
- CAPITAL ADVISORY
- EQUITY & DEBT PRIVATE PLACEMENTS
- ASSET SALES/PURCHASES
- FAIRNESS & SOLVENCY OPINIONS

Opportune Partners LLC, an affiliate of Opportune LLP, is a member of the Opportune Network, and is a member of FINRA and SIPC. Opportune Partners LLC is not engaged in the practice of public accountancy.
PROCESS & TECHNOLOGY

Our deep knowledge of the energy industry includes exploration and production, processing and pipelines, feedstock sourcing, refining, power and gas utilities, financial and physical products marketing and trading. This positions us to advise and drive results across the entire energy supply chain through business processes, technology deployment and optimization. Our clients look to us for informed, actionable analysis and design and implementation that will support a quest for operational excellence and superior business results. Whether our clients seek improved operational efficiency, assistance with risk control and energy risk management, new or updated technology systems, or a business transformation, we have the expertise to offer our clients substantial, clear-sighted technology consulting recommendations and strategic support.

• PROCESS
• TECHNOLOGY
• STRATEGY
• ORGANIZATION & CHANGE MANAGEMENT
• SALESFORCE FOR ENERGY

OUTSOURCING

Opportune’s oil and gas outsourcing services provide our clients with improved efficiency in the daily business of transactional processes and reporting, allowing them to focus on operations, strategic planning and business plan execution. With a skilled right-sized staff using high-quality technology, our oil and gas back-office lowers costs and allows for instant scalability, giving our clients the ability to react as their business needs change. In a time when efficiencies are a must, outsourcing is a perfect solution that provides reliability and continuity.

• TRANSACTIONAL REPORTING
• REVENUE DISTRIBUTION
• LAND ADMINISTRATION & PROPERTY REPORTING
• JOINT INTEREST BILLING
• ACCOUNTS PAYABLE/RECEIVABLE

• CASH MANAGEMENT
• PRODUCTION ALLOCATION & REPORTING
• GENERAL LEDGER & FINANCIAL REPORTING
• INCOME TAX COMPLIANCE & FINANCIAL REPORTING SUPPORT
• SOFTWARE SYSTEMS
RESTRUCTURING

When operations falter or strategic initiatives do not follow the plan, a financial or operational restructuring, or a combination of both, may be needed. Having worked for both companies and their stakeholders, our professionals have engaged in numerous in- and out-of-court restructuring situations, providing crisis management and advisory services affecting operational and financial restructurings and guiding clients through the bankruptcy process. We offer an array of services, including, but not limited to:

- OUT-OF-COURT SERVICES
- LENDER, CREDITOR & OTHER STAKEHOLDER SERVICES
- DEBTOR SERVICES

STRATEGY & ORGANIZATIONAL DESIGN

Changing energy markets necessitate new strategies for companies and their stakeholders. With limited exit alternatives, the emphasis has shifted from growth by the drillbit to building a sustainable company. The new paradigm values scale, operating and back-office efficiencies, free cash flows and deleveraging. Our multidisciplinary team will help you align your goals and objectives with the ever-evolving dynamics of the energy industry.

- BUSINESS STRATEGY
- ORGANIZATIONAL DESIGN
- CORPORATE GOVERNANCE
- CHANGE MANAGEMENT
TRANSACTIONAL DUE DILIGENCE

We are highly qualified to deliver the following services during the due diligence phase:

• Quality of earnings assessments
• Reserve engineering and geoscience assessments
• Tax structuring and due diligence

After the transaction is completed, we help our clients with:

• Information system selection, implementation and data migration
• Document processes and procedures for knowledge transfer
• Outsourcing
• Tax compliance

LAND DUE DILIGENCE

Our seasoned Land Team is comprised of lawyers, field and in-house land professionals, and can be augmented through our network or those of the client, to bring basin-specific expertise.

• Acquisition and integration support
• RBL support and audit
• Divestiture support

TAX ADVISORY

Our seasoned professionals combine sound, innovative and adaptable ideas with pragmatism that comes from having been on both sides of the desk, both in corporate and consulting roles. Opportune’s Tax Advisory team works seamlessly with all of our practice areas to accomplish our mission of adding value to clients. Additionally, we also perform internal management functions and work in concert with existing accounting and law firms to reach desired transaction results. Opportune’s representative Tax Advisory services include the following:

• BUSINESS INCOME TAX PLANNING
• TAX COMPLIANCE & REPORTING
• CAPITAL MARKETS & TRANSACTION SUPPORT
• BRIDGE TAX MANAGEMENT
The energy valuation professionals at Opportune have vast experience valuing businesses, assets and financial instruments. Our technical resources and deep industry expertise enable us to perform advanced analytics and research to document complex valuation assignments and defend our positions. Opportune’s highly experienced team of energy professionals is uniquely qualified to perform valuations for both financial reporting and tax purposes in connection with mergers and acquisitions, impairments and complex securities. Our valuation services span all energy sectors, with a particular emphasis on upstream, midstream, downstream, power and gas and oilfield services.

Our team can assist management with both pre-acquisition and post-acquisition valuation analyses from preparation of preliminary purchase price allocations to final allocations for both financial reporting and tax, as well as incentive compensation granted to management. Each valuation is tailored to meet our client’s specific needs, and the results are provided timely to meet agreed upon deadlines. We provide management with a comprehensive valuation report, including a narrative description of the methodologies used, as well as exhibits containing calculations that support our valuation conclusions.
RESERVE ENGINEERING & GEOSCIENCES

Ralph Emerson Davis, geologist and “godfather of the natural gas industry”, was born in Blacksburg, Virginia in 1884. He graduated from the University of Virginia in 1906 and from 1910 to 1920 was the Director of the Wisconsin Mining School. He began consulting to oil and gas companies during the summers beginning in 1916 and traveled internationally in 1917. In 1920 he joined the New York consulting firm of James R. Darnell, becoming a partner in 1921. In 1924, Mr. Davis left New York for Pittsburgh, Pennsylvania and established the firm that bears his name. The company moved the consulting firm’s headquarters to Houston in 1946, and it remains today as one of the oldest consulting firms in the oil and gas industry. In March 2015, Opportune LLP acquired Ralph E. Davis Associates (RED).

RED’s services integrate both technical and economic analyses to deliver clients a complete, accurate and detailed assessment of the value of their assets. We assist clients with certification of reserves, independent third-party asset evaluations, risk assessments, portfolio management, field development studies, acquisition/divestiture support, regulatory and financial accountability for management and prepare technical financial analyses for use in litigation and regulatory hearings. We have provided services to clients worldwide and have evaluated reserve and resource potential in all of the major producing basins of the world. The following are just some of the services we offer:

• TRANSACTIONAL REPORTING
• ECONOMIC EVALUATIONS
• FINANCIAL SERVICES
• BUSINESS SUPPORT
NORTH AMERICA

CORPORATE HEADQUARTERS
711 Louisiana Street
Suite 3100
Houston, Texas 77002
Office: 713.490.5050

OUTSOURCING
4424 West Sam Houston Parkway North
Suite 200
Houston, Texas 77041
Office: 713.772.0664

DALLAS
2000 McKinney Avenue
Suite 1200
Dallas, Texas 75201
Office: 214.978.6000

DENVER
1200 17th Street
Suite 1200
Denver, Colorado 80202
Office: 303.632.9000

NEW YORK CITY
590 Madison Avenue
Suite 2100
New York, New York 10022
Office: 212.388.4000

TULSA
401 South Boston Avenue
Suite 3000
Tulsa, Oklahoma 74103
Office: 918.994.5440

EMEA HEAD OFFICE
35 New Broad Street
London EC2M 1NH
United Kingdom
+44 20 3973 5922

WWW.OPPORTUNE.COM