

BUSINESS PROCESS OUTSOURCING FOR ENERGY

Leading the upstream and midstream industries through proven business processes and world-class support to maximize efficiencies and lower costs.

In the near and mid-term, companies must take decisive steps in order to ensure the financial health of the organization and their stakeholders.

With limited exit and financing alternatives, the current environment requires lower costs, free cash flows and deleveraging.

While most companies have taken initial steps to address G&A, our multidisciplinary team will help you identify and realize opportunities to materially reduce cost and enhance efficiencies through the back-office, procurement and infrastructure.

All In-house functions of E&P companies can be outsourced to Opportune's expert professionals to serve as an extension of your business.

100+

Houston-based energy industry experts to support back-office needs

40,000

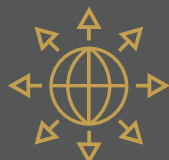
Wells managed in support of oil and gas clients throughout the U.S., Canada and abroad

150+

Oil and gas-operated and non-operated clients served by Opportune Outsourcing

Benefits

- ✓ Reduced headcount and infrastructure
- ✓ Reduced implementation costs with in-house software and hardware
- ✓ Quantified lower G&A
- ✓ Integrated and automated business processes in place within 30+ days
- ✓ Dynamic team of seasoned professionals matched to client needs—ability to scale



Opportune Outsourcing Services

- Financial Reporting – Public & Private
- Operational Reporting
- Process & Technology
- Technology Platforms
- AP & JIB
- Land
- Revenue
- Treasury
- Production & Regulatory Compliance
- Mapping
- Tax
- Reserve Engineering



Clients Include

- Public and Private E&P (Operated and Non-operated)
- Midstream and First Purchaser Companies
- Financial Institutions
- Family Offices/Trusts
- Private Capital
- Mineral Owners
- Royalty Owners
- Leasehold Owners
- Working Interest Owners

Financial Reporting

- Prepare and maintain general ledger with accruals, if applicable, to include general account reconciliations and maintain property ledger
- Prepare financial statements and other schedules as defined by the client
- Calculate and maintain book (not tax) depreciation, depletion and amortization (DD&A) and asset retirement obligation (ARO)
- Maintain property information reports and prepare related Lease Operating Statements (“LOSs”) by both accounting and production months
- Prepare payout statements on a monthly basis
- Prepare and maintain budget-to-actual and AFE-to-actual reports
- Provide full audit support
- Support board level presentations

Operational Reporting

Opportune can tailor and automate reporting to support any sort of required operational reporting. Examples include:

- AFE-to-actual
- Production by well, field, defined area
- LOS by well, field, defined area
- Cost tracking – water, chemicals, labor

Process & Technology

- Business process improvement
- Supply chain management
- Best practice review
- G&A rationalization

Technology & Process Platforms

- Our software platforms have been licensed from the leaders in the industry and are tailored and fully integrated to support the needs of our clients.
- Our clients have full access to their data and we're able to provide regular, ad hoc and customized reporting to all of our clients to support each of their goals and objectives.
- Because we control our platforms, we're able to onboard our clients quickly (2-4 weeks) and efficiently – typically saving \$200K.
- Our systems and processes are subject to audits (SOC1 and SOC2) by an independent third-party audit firm thereby reducing the costs of our client's audits.
- Finally, data security is a priority and our protocol is the very best in the industry and is coordinated with our clients.

AP & JIB

Joint Interest Billing

- Record material transfers
- Set up and maintain JIB schedules
- Prepare and deliver invoices to joint interest owners
- Record monthly COPAS overhead rates and update as appropriate
- Prepare monthly LOE, capital cost accruals and G&A accruals
- Receive, process and transmit JIBs
- Set up AFEs, enter budgets and provide comparison reports
- Resolve discrepancies with operators and working interest owners

Land

Set up property master files including wells, leases and agreements

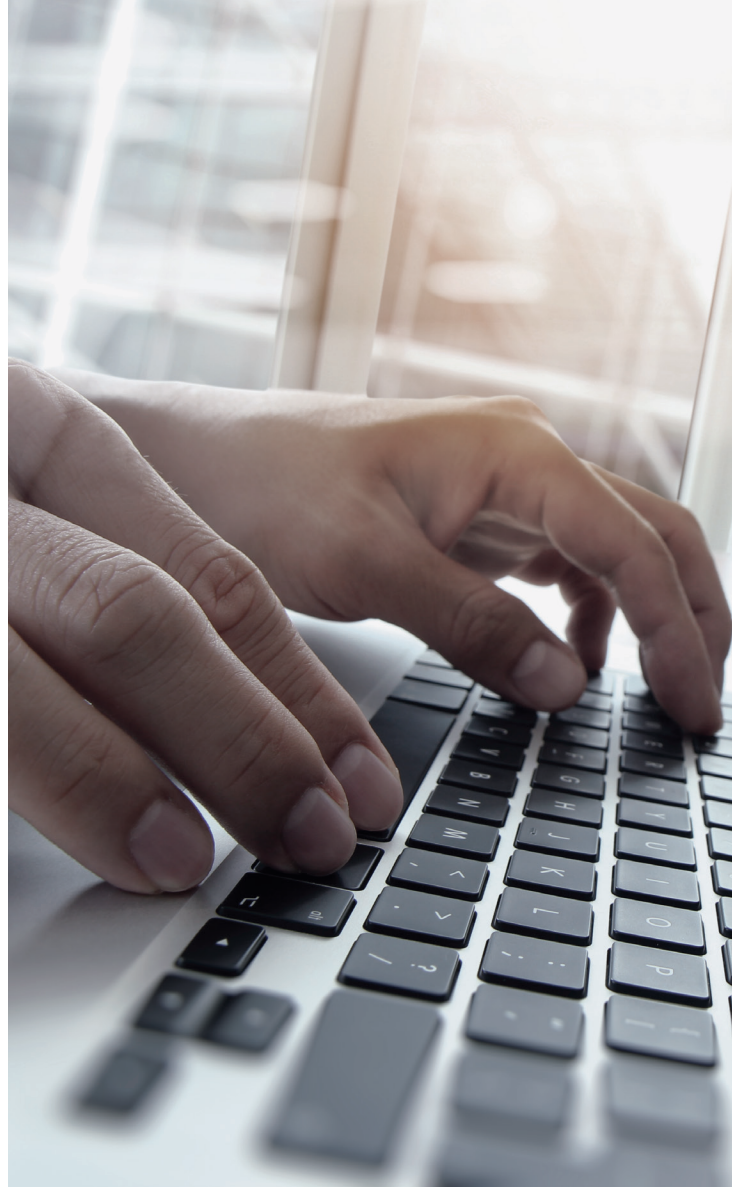
- Pay delay rentals and shut-in payments, as well as other land obligations
- Provide client ownership reporting
- Prepare and process revenue division orders and maintain division of interest
- Generate and maintain expiration and lease status calendars
- Generate acreage reporting
- Generate lease data sheets
- Maintain decks – revenue and JIB
- Review and maintain title
- Manage royalty relations
- Manage suspense and escheat

Accounts Payable

- Record and process vendor and joint interest invoices
- Manage electronic workflow for client invoice approval
- Process and deliver payments

Accounts Receivable

- Process revenue and accounts receivable cash receipts
- Pursue collection of joint interest receivables – including netting
- Monitor accounts receivable aging reports



Revenue

Enter quantities, values, deduction and taxes into the revenue system

- Verify pricing received on oil and gas contracts
- Set up and maintain oil and gas revenue division of interest disbursement decks
- Process data relative to revenue payment to other working interests or royalty owners
- Reconcile and monitor revenue clearing and suspense accounts monthly
- Prepare and file severance tax reports with the appropriate regulatory agencies
- Prepare and monitor gas balancing statements
- Prepare monthly revenue accruals
- Perform account reconciliations
- Validate ownership interests match revenue statements, including non-operated properties

Treasury

Opportune houses a treasury function that performs the following services:

- Prepare ACH and check files, and verify payments to invoices to confirm correct vendor, vendor address and amount
- Provide Positive Pay files to bank(s) prior to mailing checks
- Maintain and reconcile bank accounts and provide system-generated reports
- Record wire transfers, cash receipts and journal entries

Production/Regulatory Compliance

Opportune offers production allocation and reporting services, including, but not limited to:

- Computing and allocating monthly production based on well status, days produced during the month and well tests
- Entering production data into system using source documents
- Preparing and filing production reports with the appropriate state and regulatory agencies including: severance taxes; conservation taxes; ad valorem taxes; federal reporting (ONRR 2014 royalty and federal production (OGOR)); state reporting (royalties and production)

Mapping

Using ArcGIS, QGIS, Spotfire and other tools, we create and maintain:

- Leasehold and unit maps
- Location and drill-out maps/plats
- Layered mapping within defined areas or basins
- Facility, gathering and midstream mapping

Tax

Compliance, preparation and filing of the following:

- State
- Federal
- K-1s

Reserve Engineering

- Certified reserve reports
- Asset valuations
- Capital program preparation and review



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.

Opportune's oil and gas outsourcing services provide our upstream, midstream and first purchaser 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 industry-leading 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.

For more information on Opportune LLP, please visit our website at www.opportune.com.

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opportune.com

