

Energy M&A Q&A

Corporate Strategy

What is the purpose of Energy M&A?

- To make a company better
- Top quartile through-cycle ROCE, lower volatility, resiliency at trough
- Extending the duration of advantaged returns
- Size and scale matter...
- ...but dynamism comes from smaller, newer companies



What M&A hot-takes do you disagree with?

- That recent Super Major energy M&A says anything about peak oil demand
- That it says anything about the outlook for new energies
- That this is a bullish price bet



What risks exist with recent M&A?

- A misunderstanding of the underlying resource
- Cultural integration
- Opportunity cost



Is bigger better?

- Not necessarily
- Size and scale are relevant in this messy energy transition era...
- ...and often for large-scale development as an asset or company matures
- Niche, unique strategies are always in demand



What makes sense for SMID-caps?

- It's the same metrics of through-cycle ROCE, volatility, resilience, but strategies might vary
- Example: Is there a long-lived asset that would match a maturing US shale asset?
- Example: How can a shale pure-play consider basin or geographic diversification?
 - Is there something in new energies?
 - How do you create a unique investment vehicle?







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