



# QUARTERLY

Q4/2020

# ENERGYNET

## ***In this issue:***

EnergyNet's Transaction Experience & Market Exposure

Meet the Team - EnergyNet's GIS Team

EnergyNet Indigo, our tech-enabled acquisition & divestiture platform for asset deals valued \$20MM to \$250MM+

What makes EnergyNet a standout in the A&D arena?

Upcoming Government Resource Opportunities



EnergyNet knows that competitive, structured, fair sale processes consistently work in all markets. Our efforts

at building relationships with E&P companies, lenders, law firms, private equity sponsors, and restructuring firms will benefit us greatly as the next chapter unfolds. Even when the broader outlook for the industry remains uncertain, we are positioned extremely well to benefit from the opportunities that will come to bear in any market environment. We will continue to win the business of E&P sellers and buyers and get their deals to the finish line.

Compared to other boutique A&D advisory firms, we have significant repeat divestment mandates from companies like Marathon, QEP Resources, ConocoPhillips, Samson, BP, Devon, and Chevron. Why would these companies keep choosing EnergyNet over other advisory firms?

The simple answer is that we consistently deliver. Their continued confidence in our platform, market reach, and team of professionals is a testament to the fact that we keep exceeding expectations in terms of value achieved, exposure, competition, and timely, efficient closing.

Retain EnergyNet for your higher-value asset divestitures. We have a track record of success.

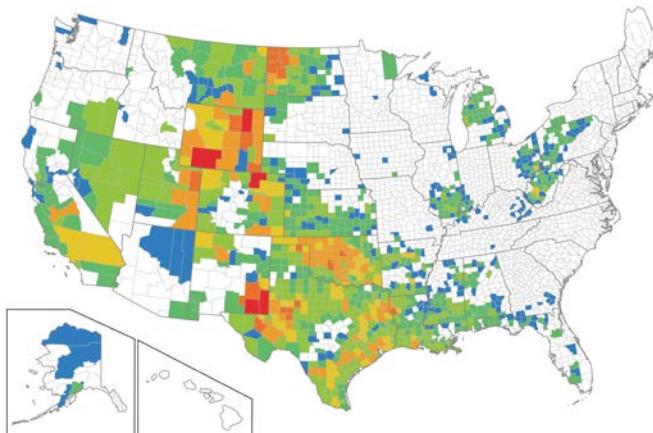
Thank you.  
Respectfully,



Chris Atherton  
Chief Executive Officer  
EnergyNet, Inc.

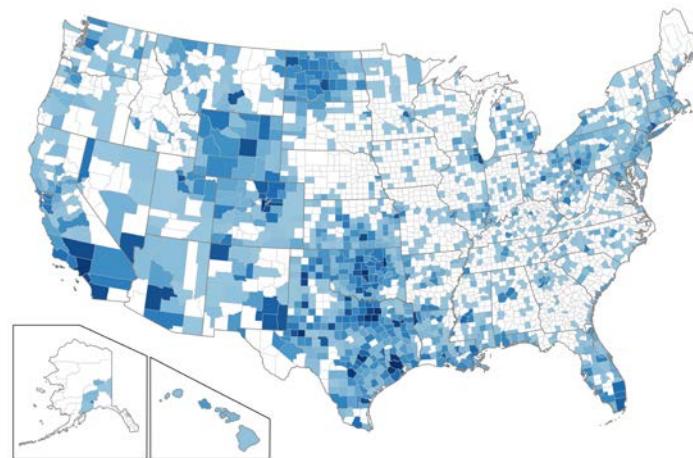
## EnergyNet's Successfully Closed Transactions

Over \$5B successfully closed in the last 48 months.



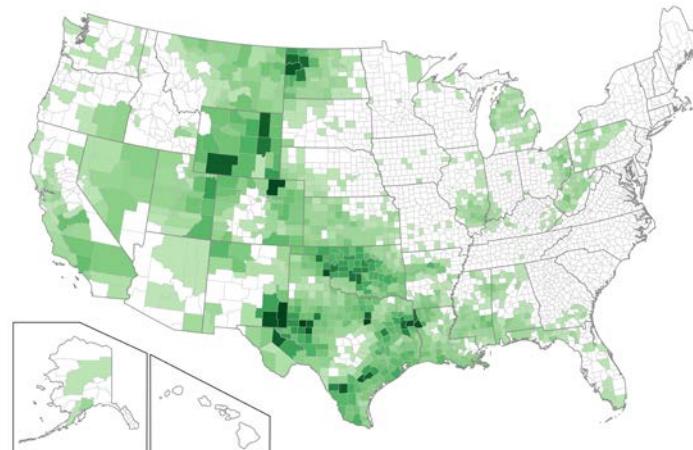
## Market Exposure

Buyers by county. Darker blue indicates a larger concentration of bidders. Over 33,000+ buyers.



## Transaction Experience

Properties sold by county. Darker green indicates a larger concentration of properties sold. Over 75,000+ transactions completed.



# ***Meet the Team - EnergyNet's GIS Team***

EnergyNet's on staff GIS team creates quality cartography & interactive maps, along with supplemental offset production, permits, rig and lease data for due diligence.

The GIS team builds maps for an array of properties such as operated fields, real estate interests, offshore assets, and properties covering multiple basins and varying interest types.



**Britt Foster**  
*GIS Manager /  
Buyer Relations*



**Ryan Blakely**  
*GIS / Mapping  
Analyst*

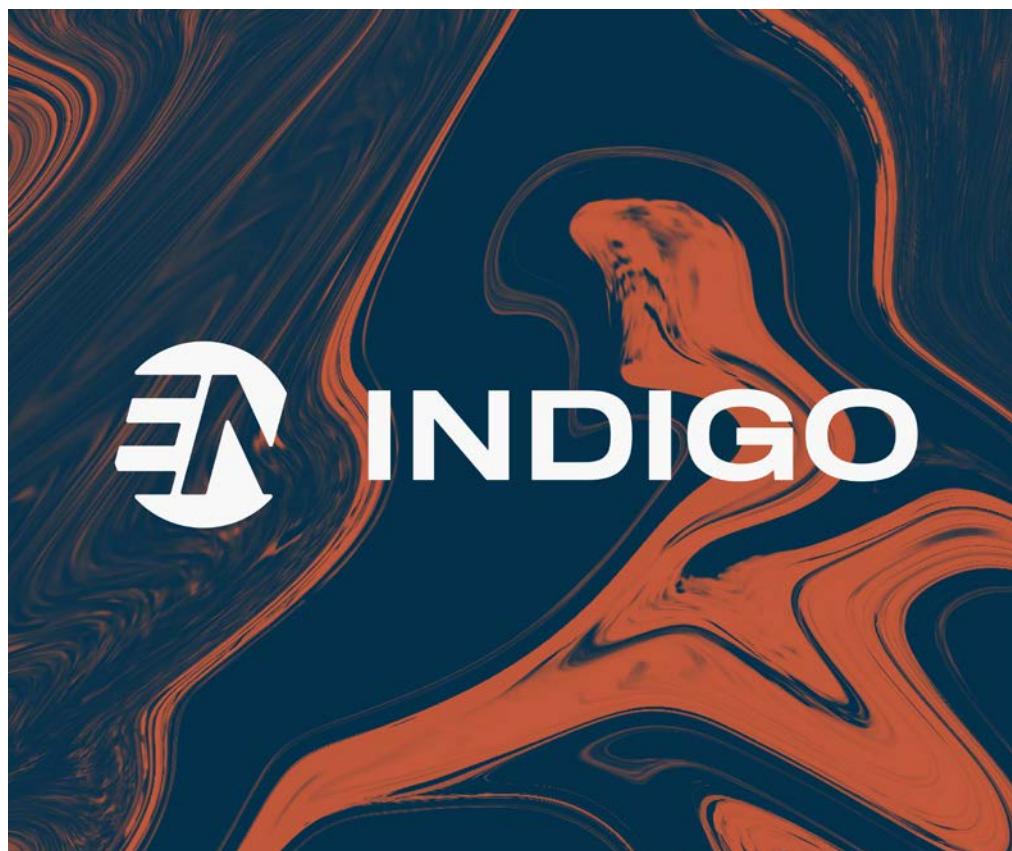


## Robert Garza *Junior GIS Analyst*



EnergyNet Indigo's technology-enabled platform is tailor-made for upstream and midstream energy companies. Indigo offers a complete range of asset divestiture capabilities and strategic advisory services. Our A&D professionals and in-house engineering & geology teams have successfully executed billions of dollars of U.S. oil and gas asset transactions over the last 20 years.

We know that every client requires a hands-on, customized approach and that is exactly what we provide.





# ENERGYNET

Tech Enabled  
A&D Platform

33,000+ Active Bidder Accounts

\$16B in Approved Bidding  
Allowances

2,000+ New Bidder Accounts  
Created in 2020

***That's the EnergyNet advantage!***

HOUSTON | AMARILLO | DALLAS | DENVER  
OKLAHOMA CITY | MIDLAND  
877-351-4488 | EnergyNet.com

Member FINRA. Investments in oil and gas properties involve substantial risk including the possible loss of principal. These risks include commodity price fluctuations and unforeseen events that may affect oil and gas property values.

Operations and HBP  
Leasehold  
Jo-Mill / Sprayberry  
Fields

**\$73MM**

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Penwell Unit,  
Central Basin Platform  
Ector County, TX

**\$28.4MM**

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857 Well Package (Op & Non-Op WI & ORRI)  
Uinta Basin

**\$3MM**

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North Monument Grayburg  
San Andres Unit, Eunice  
Monument Field  
Lea County, NM

**\$6.8MM**

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Permian Basin  
13 Well Package  
Andrews County, TX

**\$5.2MM**

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Val Verde Basin  
Terrell County, TX

**\$17.5MM**

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87 Well Package (Op & Non-Op WI, RI & ORRI)  
Eagle Ford / Austin  
Chalk

**\$6MM**

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Anadarko Basin

**\$33.7MM**

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Granite Wash Basin  
Hemphill & Wheeler  
Counties, TX

**\$19MM**

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Bakken / Williston  
Package

**\$15MM**

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Cowden North /  
Penteam Fields  
Andrews & Ector  
Counties, TX

**\$33.1MM**

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West Jo Mill  
Borden & Dawson  
Counties, TX

**\$26.4MM**

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Hamilton Dome Unit &  
Westates Lease  
Hot Springs County, WY

**\$9.5MM**

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97 Well Package  
Jackson County, OK  
and Hardeman and  
Palo Pinto Counties, TX

**\$11MM**

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Wyoming/Colorado  
Green River Basin

**\$15MM**

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# What makes EnergyNet a standout in the A&D arena?

The simple answer is that we consistently deliver.

EnergyNet offers a fair, structured, competitive sales process that regularly exceeds seller expectations. The efficiency of our tech-enabled upstream oil and gas A&D platform enables us to consistently close 82% of all the assets we offer to the market. Our customers' continued confidence in our platform, market reach, and team of professionals is a testament

to the fact that we keep exceeding expectations in terms of value achieved, exposure, competition, and timely, efficient closing.

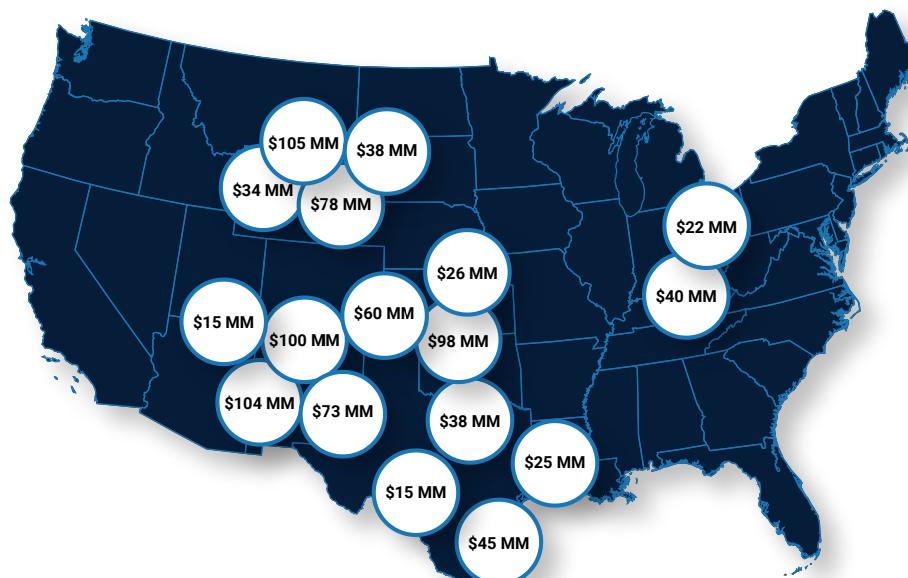
The level of experience and knowledge EnergyNet brings to the table for each transaction we facilitate for our clients is unmatched in our field. Using our massive, proprietary database of 33,000+ bidders and 75,000+ individual completed transactions over 20+ years, EnergyNet can

determine the most likely buyers for every new asset we bring to market.

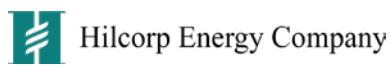
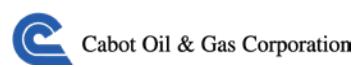
EnergyNet is aligned with our selling clients to obtain the highest value and best terms for their property sale. We are highly incentivized not only to exceed our seller's expectations, but also to earn a REPEAT SELLER that uses our platform to divest assets again. Sixty-six (66%) of EnergyNet's annual revenue is derived from REPEAT SELLERS.

EnergyNet has been successful moving upmarket in terms of deal value and complexity. We are consistently trusted and retained by our clients to sell higher valued deals. And we continue to cross the finish line and exceed our sellers' expectations.

***Over the past 36 months, EnergyNet successfully closed 135 individual transactions valued between \$10MM and \$175MM for our clients.***



***Reputable, well-known Sellers are trusting EnergyNet to market and successfully close their higher-valued asset divestments.***





Tech Enabled A&D Platform  
for Sealed Bid and Negotiated,  
Auction, and Federal and  
State Lease Sales

### Our In-House Technical Team Provides an In-Depth Technical Review Utilizing:

Economic Evaluation using  
PHDWin and Aries Software

Basin Specific Analysis and  
Type Curve Modeling

Production Data and  
Analytics: Spotfire and  
Enverus

Geologic Evaluations and  
Reservoir Characterization  
using Enverus Transform,  
Drillinginfo, and Play  
Assessments

ARC GIS and Operator  
Activity Mapping

Basin Specific Volumetric  
Analysis

Operator Intelligence and  
Completion Analysis

Detail Review and  
Application of Asset Specific  
Transactions

**Our Platform.  
Our Expertise.  
Your Success.**

# Congratulations!



EnergyNet is excited to announce that  
Heather Fugger was promoted to the  
position of Executive Director,  
Government Resources.



EnergyNet is proud to share that Heidi  
Epstein has won the Society of Petroleum  
Engineers – Gulf Coast Section  
Outstanding Study Group Award.



**ENERGYNET**

## TECHNICAL EXPERTISE AND MASSIVE MARKET REACH

**Deal Execution**  
\$5.25B in closed transactions  
in the past 48 months.

**Higher-Valued Deals**  
100 individual deals  
closed valued  
\$25MM-\$200MM

**Market Exposure**  
375+ unique companies  
access data rooms.



**Market Activity**  
850,000+ Bids received.

**Achieving Value for Upside**  
16 technical professionals  
(engineers, geos, finance, GIS).



**Competition**  
15+ offers/bids per  
transaction.

**Buyers**  
40,000+ registered,  
financially qualified  
buyers.



**Timely Sale Processes**  
45-60 day streamlined sale process.

**Proven**  
20 years in business.

**Consistent Execution**  
82% success ratio.

# Upcoming Government Resources Opportunities

October 2020

S	M	T	W	T	F	S
				1	2	3
4	5	6	7	8	9	10
					UT SITLA Sale	
11	12	13	14	15	16	17
					UT SITLA Oil, Gas, and Minerals Sale	
					ND Surface Land Sale	
					NM Oil and Gas Auction	
18	19	20	21	22	23	24
					UT SITLA Oil, Gas, and Minerals Sale	
					ND Surface Land Sale	
					NM Oil and Gas Auction	
25	26	27	28	29	30	31
					ND Oil and Gas Sale	
					BLM NM	

November 2020

S	M	T	W	T	F	S
1	2	3	4	5	6	7
					ND Oil and Gas Sale	
					WY Oil and Gas Auction	
8	9	10	11	12	13	14
					WY Oil and Gas Auction	
					CO Oil and Gas Auction	
					NM Oil and Gas Auction	
15	16	17	18	19	20	21
					NM Oil and Gas Auction	
					CO Oil and Gas Auction	
22	23	24	25	26	27	28
29	30					

December 2020

S	M	T	W	T	F	S
			1	2	3	4
6	7	8	9	10	11	12
					NM Oil and Gas Auction	
					BLM NV	
					BLM CA	
13	14	15	16	17	18	19
					BLM CO	
20	21	22	23	24	25	26
27	28	29	30	31		

All revenue generated from government offerings directly supports the states' educational trust fund and other endowment programs. Detailed past auction results may be viewed on the respective agency websites, and bid history and final results are available at [www.energynet.com/page/Government\\_Auction\\_Results](http://www.energynet.com/page/Government_Auction_Results).

Marked days indicate the bid period for upcoming Federal and State lease sales on EnergyNet.com. Dates subject to change without notice.

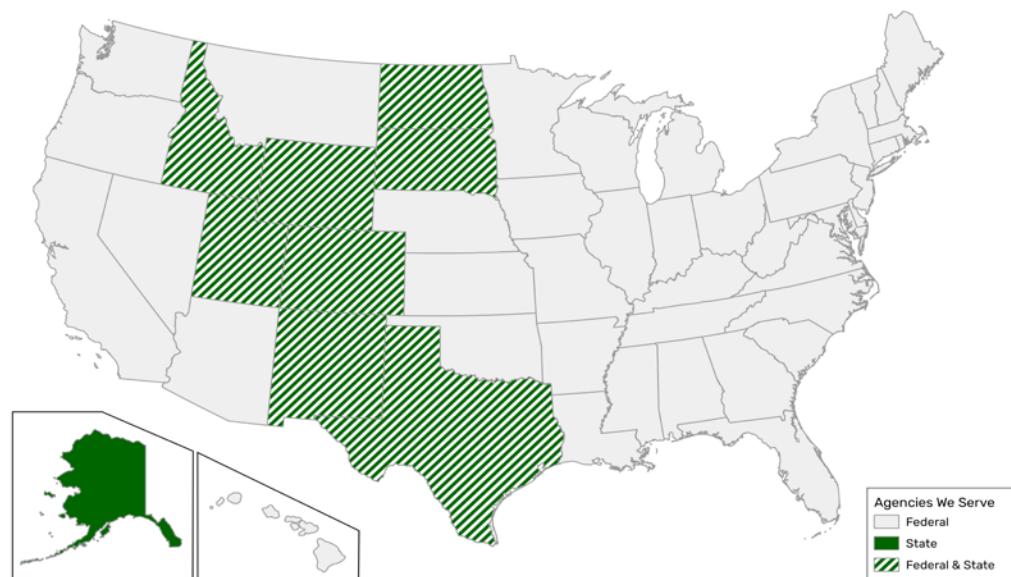
Q4/2020 - The Quarterly, EnergyNet.com



EnergyNet has proudly partnered with 11 federal and state government agencies to bring oil, gas, and other commodity offerings in 2020 and beyond.

Over the past 24 months, EnergyNet has hosted a total of 81 government offerings, featuring tracts ranging from Alaska to the Gulf of Mexico. Auctions were viewed over 500,000 times by registered bidders and the public, increasing exposure for the benefit of the agencies' various endowment programs.

In 2021, EnergyNet will continue working with the Alaska, BLM, Colorado, Idaho, New Mexico, North Dakota, South Dakota, Texas (General Land Office and University Lands), Utah, and Wyoming. Upcoming government auctions may be viewed at [www.energynet.com/calendar.pl](http://www.energynet.com/calendar.pl).



## 2021 Agency Lease Offering Summary

Agency	Lease Auction Frequency	Primary Lease Term
Alaska	Twice per year	10 years
BLM	Quarterly	10 years
Colorado	Quarterly	5 years
Idaho	TBD	5 years
New Mexico	Monthly	5 years
North Dakota	Quarterly	5 years
South Dakota	TBD	5 years
Texas General Land Office	TBD	3 years
Texas University Lands	TBD	3 years
Utah	Quarterly	5 years
Wyoming	Quarterly	5 years

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Vice President

Government Resources

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