

## 10<sup>th</sup> Annual Conference Show Report 2011



Divergent commodity prices and a volatile world economy have resulted in a recent slowing of A&D transactions, but a vast pile of eager capital and open equity markets set the stage for a potential firestorm of deal making this year and into next, attendees learned at the 10<sup>th</sup> Annual A&D Strategies and Opportunities Conference. Some 440 high-profile A&D professionals attended the event held at The Ritz Carlton Hotel in Dallas in late August.

Speakers discussed the push and pull of oil vs. gas assets, and the sometimes surprising metrics behind each. Whether from conventional or unconventional plays, oil is commanding record valuations in a high-demand, low-availability market, according to *Tudor, Pickering, Holt & Co's*

**Ward Polzin**. On the other side, natural gas metrics are "holding up quite well," he said. *KeyBanc Capital Market's Sylvia Barnes*, formerly with *Madison Williams*, laid out an argument that "the smart play might be dry gas" for buyers.

A&D icons and pioneer asset advisors **Ken Dewey** and **Jack Randall** accepted lifetime achievement awards and recounted how the A&D space has evolved since they opened the first asset-marketing firm, and their view of the environment today.

Operators **Lisa Stewart** of *Sheridan Production Partners*, **Alan Smith** of *QR Energy* and **Jack Harper** of *Concho Resources* unwrapped recent deals and showed attendees the upside. *Global Hunter Securities* senior research analyst **Michael Bodino** took a deep dive into the Woodbine emerging oil play, and *BNP Pariba's David Marcell* shared an evaluation tool for defining the exit window.

Legendary masters **Forrest Hogle**, **Ted Collins** and **Charlie Stephenson Jr.** shared their wisdom of shrewd deal making and lessons learned from deals gone bad.

Attendees learned that joint ventures have evolved to smaller players and smaller deals, with a host of international partners still looking for shale, *Jefferies & Co's Bill Marko* said. And, "the Eagle Ford shale is the number one play in the world these companies want into."

As important as the information was the networking opportunities amongst other A&D peers. Two days of interaction including two elegant receptions provided the groundwork for tomorrow's deals. "This is an invaluable resource," said one private E&P president.

**Steve Toon**  
Senior Editor  
*Oil and Gas Investor*

## A&D Strategies and Opportunities Statistics

### Attendees

Total Registered	440
Countries Represented	Canada, United States

### 18 U.S. States Represented

Alabama	Connecticut	Louisiana	Mississippi	Ohio	Texas
California	Florida	Massachusetts	Nebraska	Oklahoma	Utah
Colorado	Georgia	Missouri	New York	Pennsylvania	Virginia

### Save the Date – September 5 – 6, 2012

Join us for deal discussion and deal-making at Hart Energy's **11th Annual A&D Strategies and Opportunities** conference! Hungry acquirers consumed deals at a ravenous pace last year, and 2012 is expected to keep pace. But the A&D market is undergoing a transformation. Unconventional resources dominate the scene, involving enormous amounts of capital for acquiring and development. International majors and national oil companies have come to roost. Domestic companies are fast-shifting from gas to oil, but where are the anticipated conventional assets expected to shake loose in the turn? Hear from the players, advisors and analysts on strategic deal-making in this evolving marketplace.

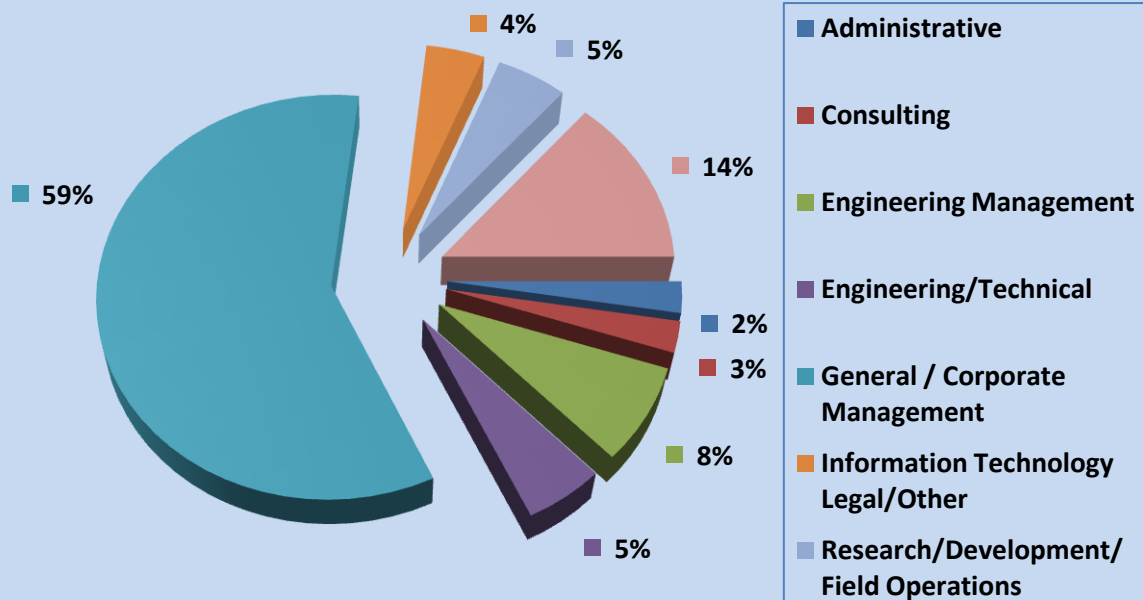
The **A&D Strategies and Opportunities** conference, in its eleven years, has grown to be the energy industry's premier event focused on oil and gas acquisitions and divestitures. This event unites buyers with sellers and provides insight on the best A&D strategies for 2013.

### Venue

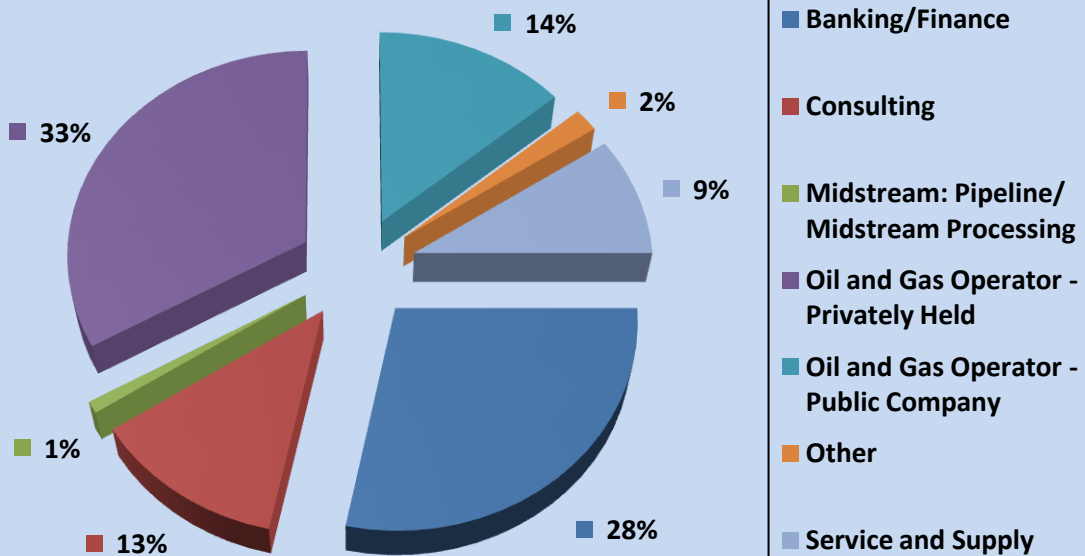
The Ritz Carlton Hotel - Dallas  
2121 McKinney Avenue  
Dallas, Texas

## A&D Strategies and Opportunities

### Attendee by Job Function



### Attendee by Company Type



Accelerated Oil Technologies	Coppermark Bank	GeoResources, Inc.
Alamo Resources, LLC	Cornerstone Acquisition & Management Company LLC	Global Energy Strategies, LLC
Albrecht & Associates, Inc.	Cortez Resources, LP	Global Hunter Securities
Alpine Gas Company	Credit Agricole Corporate & Investment Bank	Grenadier Energy Partners
Amadeus Petroleum Inc.	CTC Minerals	Guggenheim Partners
Amegy Bank	Dallas Energy Group	Harvest Petroleum Inc.
American Association of Professional Landmen	Demandpoint Energy	Hein & Associates
Anadarko Petroleum Corp.	Denbury Resources Inc.	Henry Resources LLC
Anderson O&G, Inc.	DrillingInfo	Hess
Anthem Oil & Gas Inc.	Due Diligence USA	HFBE Inc.
Archon Resources	E&B Natural Resources	HighMount E & P
Associated Bank	Eagle Energy Company	Holland Services
Atlas Energy LP	Eagle Hydrocarbons LLC	Honcho Energy
Baker & O'Brien, Inc.	Eagle Land Services	Iberia Capital Partners
Baker Communications	Eagle Rock Energy Partners	Iberia Bank
Bank of America Merrill Lynch	El Paso Corporation	ILG Energy
Bank of Texas	EmKey Energy LLC	Imerys
BBVA Compass	Encana	Independence Energy, L.L.C.
Bessemer Trust Company	EnCap Investments, LP	Jefferies & Company, Inc.
Black Mountain Exploration	Energen Resources Corporation	Jessup Harper Dean LLC
Black Stone Minerals	Energy Navigator	Josey Oil Company
BlueRock Energy Capital	Energy Partners Ltd.	GeoResources, Inc.
Bluestem Energy Partners, LP	Energy Production Corporation	Global Energy Strategies, LLC
BNP Paribas	Energy Search Associates	Global Hunter Securities
Border to Border Exploration LLC	Energy Spectrum Advisors Inc.	Grenadier Energy Partners
Breitling Royalties Corp	Energy Trust Partners	Guggenheim Partners
Burleson LLP	Energy XXI	Harvest Petroleum Inc.
Caerus Oil and Gas	Eni Petroleum	Hein & Associates
Callon Petroleum Company	EnRisk Services	Henry Resources LLC
Camterra Resources, Inc.	EquityMetrix	Hess
Canaan Natural Gas PE Funds	Ernst & Young LLP	HFBE Inc.
Capital One	ESSFunds	HighMount E & P
Carrier Petroleum	E-Tex Investments, LLC	Holland Services
Cathexis Oil	EXCO Resources, Inc.	Honcho Energy
Chalk Mountain Services	F & M Bank	Iberia Capital Partners
Chalker Energy Partners	Fairway Resources	Iberia Bank
Champlian Gas & Oil LLC	Finley Resources Inc.	ILG Energy
Cisco Energy, LLC	Forest Oil Corporation	Imerys
Citi	Fortson Oil Company	Independence Energy LLC
Comerica Bank	Fossil Creek Resources, LLC	Jefferies & Company, Inc.
Common Resources II	Foundation Energy	Jessup Harper Dean LLC
Concho Resources	Future Petroleum	Josey Oil Company
Copper Run Capital	Gavilon, LLC	Joshi Technologies International

KA Compass LLC	Opal Resources LLC	Standard Chartered Bank
Kimbrel Oil Corp.	Osborn Heirs Company	Sulphur River Exploration
King Operating Corporation	Oxy Inc	Sunoco Logistics
King Private Equity Group Inc.	Panther Energy Company, LLC	Tailwind Oil and Gas
Klabzuba Oil & Gas Inc.	Patriot Resources Partners	Tanos Exploration, LLC
Laclede Gas Company	Petro Harvester	Tarpon
Lantana Oil & Gas Partners	PetroCap Inc.	TEAK Midstream, LLC
Laredo Petroleum	Petrohawk Energy	Tema Oil and Gas Company
Legacy Energy Inc.	Petro-Hunt, LLC	Terra Firma Ventures
Legacy Reserves LP	Petromax Operating Compnay	Tex Tube
Legado Resources	PetroQuest Energy, LLC	Texas Capital Bank
Legion Energy Services, LLC	Phillips Energy Partners LLC	Texas Independent Exploration
Linc Energy	Pioneer Natural Resources	Texas Pride Fuels, Ltd.
Linn Energy, LLC	Plains E & P Company	Texland Petroleum LP
Lone Star Land & Energy II, LLC	Platts	The McDaniel Company
Luig Services, LLC	PLS	The O&G Asset Clearinghouse
M1 Energy Capital	Porter Hedges LLP	The Strickland Group
Macquarie Bank Limited	Premier Natural Resources LLC	Three Rivers Operating
Macquarie Energy Capital	Preng & Associates	TPH Partners
Macquarie Tristone	Primexx Energy Partners Ltd.	Tudor, Pickering, Holt & Co.
Madison Williams	Providence Energy Corp.	UniCredit Bank AG
Maersk Oil & Gas	PSI Midstream	Unit Corp
Marubeni Oil & Gas	QEP Resources Inc.	USGT Investors, LP
Matagorda Gas/Joiner Pet.	Quantum Energy Partners	Wapiti Energy, LLC
McGriff	Quantum Resources	Ward Williston Oil Company
Meagher Energy Advisors	Raydon Exploration, Inc.	Wayzata
Mergermarket	Raymond James & Associates	Weidner Advisors
Merit Energy Company	RB International Finance (USA)	Western Petroleum, Inc.
Metano Energy	RBC Richardson Barr	White Marlin E & P LLC
Miller Energy Company	Red Willow Production Company	Whiting Oil and Gas Corp.
Mitchell Energy Partners	Reef Exploration, LP	WildHorse Resources LLC
Momentum Oil & Gas, LLC	REPSOL	Woodside Energy (USA), Inc.
Moran Resources Company LP	Riverbend E & P	Wynn-Crosby
Moyes & Company	S.B. Street Operating	Yuma Companies, Inc.
Murchison Oil & Gas	Samson	ZaCale Resources Company, LLC
Murphy Oil	San Jacinto Oil	Woodside Energy (USA), Inc.
Natural Gas Partners	Scotia Capital	Wynn-Crosby
Natural Resource Partners	Scotia Waterous	Yuma Companies, Inc.
Netherland, Sewell & Associates,	SeaOne Maritime Corp.	
Nexen Petroleum USA Inc.	Sequel Energy, LLC	
Noble Royalties	Sheridan Production Company	
North American Oil Trust	Silver Hill Energy	
Nostra Terra Oil and Gas, PLC	SM Energy Company	
Occidental Petroleum Corp.	Southern Ute Indian Tribe	
OGX Resources	Southwestern Energy	