



SPE GULF COAST SECTION

BUSINESS DEVELOPMENT STUDY GROUP

MA&D SYMPOSIUM NETWORKING RECEPTION EVENT

THURSDAY, OCTOBER 20, 2016

5:00 PM - 6:30 PM CST

PETROLEUM CLUB OF HOUSTON

The Business Development Study Group of the SPE Gulf Coast Section invites you to the inaugural SPEGCS Mergers, Acquisitions & Divestments Symposium Networking Reception. Although the symposium is full, you still have the opportunity to network with the symposium attendees, speakers and mingle with SPE Business Development study group members. Price will include Hors d'Oeuvres and 2 Beverages (Cash bar after). Valet parking available for \$15.

Please Pre-Register at: www.spegcs.org/events/3409 (NOTE: No On-site registration available)



Petroleum Club of Houston
1201 Louisiana, 35th Floor
Houston, TX 77002



October 20, 2016
5:00 PM - 6:30 PM



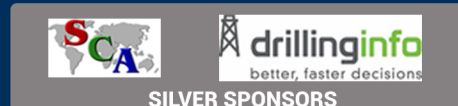
GOLD SPONSOR



Early Bird Registration:
Member in Transition/ YP. \$20
All Others: \$35
(Ends 10/03/2016)



Regular Registration:
Member in Transition/ YP. \$30
All Others: \$40
(Ends 10/19/2016)



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Following are the Highlights of the 2016 SPEGCS Inaugural Mergers, Acquisitions, & Divestments Symposium.
For More information, please visit: www.spegcs.org/events/3339

FULL- DAY MA&D SYMPOSIUM HIGHLIGHTS (All Seats Sold)



KEYNOTE SPEAKER
D. RON HARRELL
Chairman Emeritus
Ryder Scott Company

D. Ron Harrell is a Petroleum Engineering graduate of Louisiana Tech University and continues as Chairman Emeritus of Ryder Scott Company, Petroleum Consultants. Ron remains active as a licensed engineer in three states and serves on several Management and Advisory Boards including corporations, not-for-profit organizations and three universities. He is a Senior Advisor to RSK (UK) LTD plus, The Carlyle Group, and Morgan Stanley private equity energy divisions. He has received numerous SPE GCS and SPE Int'l awards, and is SPEE Observer on the SPE Oil & Gas Reserves Committee.

LUNCHEON SPEAKER
PHIL C. DELOZIER
Executive Vice President
EnerVest Ltd.



Phil C. DeLozier is Executive VP Business Development of EnerVest, Ltd. He previously served as VP BD of EOG Resources, Manager BD of Tenneco Ventures, VP Land & Acquisitions of McCormick Resources, and in various leadership roles at Tenneco Oil E&P from 1979-1996. Mr. DeLozier serves on the Boards of the Houston Petroleum Club, the World Affairs Council (2007 Chairman), SPE Business Development, and Palmer Drug Abuse Program. He served from 2007 - 2013 as Houston Region Director and Board member of IPAA, and received the IPAA Leadership Award. He earned a BA from Oklahoma State University.

Highlights of the Full-day SPEGCS Inaugural Mergers, Acquisitions, & Divestments Symposium - Continued

SPEGCS 2016 MERGERS, ACQUISITIONS, AND DIVESTMENTS (MA&D) SYMPOSIUM AGENDA

THURSDAY, OCTOBER 20, 2016 AT THE PETROLEUM CLUB OF HOUSTON
WYATT/ ARAMCO ROOMS

- 7:45 AM Registration & Continental Breakfast - Networking
- 8:10 AM Welcome & Overview
David Pantoja, Director A&D, Citi (Conference Chairman)
- ☀ 8:20 AM Keynote Talk
D. Ron Harrell, Chairman Emeritus, RyderScott
"The Mission, Players, Process & Cycles of MA&D in Upstream Oil & Gas"
- 8:50 AM Session I: MA&D Strategy, Identification, Screening
Chair: Florence Derazey, Manager - Asset Valuation, IHS Markit
Speakers: Jim McBride, Managing Director Energy Consulting, Opportune
Craig Davis, President & CEO, INEXS
Curtis Smith, Director, Upstream Consulting, IHS Markit
- 10:00 AM Networking & Break
- 10:20 AM Session II: Production, Reserves, Assets, and Valuations
Chair: Dan Gualtieri, Exec VP Business Development, BetaZi
Speakers: Geoffrey Roberts, PE, Managing Director & Head of U.S. A&D, BMO Capital Markets
Jim Harden, Partner, Hein & Associates
Dan Gualtieri, Exec VP Business Development, BetaZi
- ☀ 11:30 AM Luncheon
Phil C. DeLozier, Exec VP Business Development - EnerVest Ltd.
"The Strategy and Business of Mergers, Acquisitions, and Divestments
Growth and Re-vitalization of the Firm"
- 1:00 PM Session III: Today's Markets - Bid Strategies, Deal Origination, Financing, and Execution
Chair: Brian Lidsky, Managing Director, PLS Inc.
Speakers: Jason Reimbold, Senior Vice-President, E-Spectrum Advisors
Kirk Tholen, Managing Director & Group Head, E&P A&D, Houlihan Lokey
Kevin Townsend, President, Townsend Energy Advisors
Brian Lidsky, Managing Director, PLS Inc.
- 2:15 PM Networking & Break
- 2:45 PM Session IV: Due Diligence, Finalizing the Deal, Ethical Considerations
Chair: C. Susan Howes, VP Engineering - Subsurface Consultants & Associates, LLC
Speakers: John Graves, Owner, Graves & Company
Jeff Daniels, Independent Petroleum Landman - Majors & Independents
Ash Shepherd, Commercial Manager - Mexico, Talos Energy LLC
Austin Elam, Associate, Haynes and Boone
- 4:00 PM Comfort Break
- 4:15 PM Final Wrap-up - Organize "MA&D Game" Exercise
Dan Gualtieri, BetaZi; Brian Lidsky, PLS Inc. (Co-chairs)
- ☀ 5:00 PM Networking Social (Ongoing "MA&D Game") (2 Drinks & Hors d' Oeuvres)
- 5:30 PM Teams submit bids for "MA&D" Game; Winners announced
- 6:30 PM Adjourn