

# MARKETPLACE QUARTERLY



## **FEATURED INSIDE:**

**ENERGYNET YEAR IN REVIEW**

**HOW DOES YOUR PROPERTY RECEIVE  
SO MUCH ATTENTION AT ENERGYNET?**

**2019 EVENTS CALENDAR**

**ENERGYNET.COM**



- Continuous Online Auction
- Rapid-Cycle Sealed Bid Sales
- Negotiated Sales
- Government Lease Sales

# GOVERNMENT LEASE SALES



**GUS RIVERO**  
VICE PRESIDENT – GOVERNMENT LEASE SALES

Multiple government agencies have published dates for their 2019 Q1 lease sales to be conducted by EnergyNet, including a special sale by the Wyoming Office of the Bureau of Land Management.

The special sale consists of 568 parcels, covering over 768,000 acres. This will be a 5-day sale taking place from February 25 through March 1.

### *BLM Wyoming Special Sale Acreage Offered by County*

<i>County</i>	<i>Acres</i>	<i>County</i>	<i>Acres</i>
<i>Big Horn</i>	6,829.04	<i>Natrona</i>	78,787.79
<i>Campbell</i>	17,375.92	<i>Niobrara</i>	5,955.13
<i>Carbon</i>	35,284.61	<i>Sublette</i>	52,304.54
<i>Converse</i>	1,116.94	<i>Sweetwater</i>	328,526.32
<i>Crook</i>	2,446.52	<i>Sweetwater &amp; Carbon</i>	2,070.07
<i>Johnson</i>	99,922.10	<i>Uinta</i>	28,773.30
<i>Johnson &amp; Campbell</i>	368.07	<i>Washakie</i>	3,194.35
<i>Lincoln</i>	98,986.58	<i>Weston</i>	7,000.85

The BLM Wyoming State Office is still expected to have their regularly scheduled 1st Quarter sale.

The State of North Dakota will auction 18 leases covering 1,858.63 net / 2,642.63 gross acres, opening for bidding on January 29 and closing February 5. The leases are located in the following counties: Dunn (6), Golden Valley (4), McKenzie (4), McLean (2) and Mountrail (2).

During the first quarter of 2019, EnergyNet will host over a dozen government lease sales. Visit Government Listing calendar at [www.energynet.com/calendar.pl](http://www.energynet.com/calendar.pl) for up to date information.

Past lease auction detailed results may be viewed on the respective agency websites, and bid history and final results are available at [www.energynet.com/page/Government\\_Sales\\_Results](http://www.energynet.com/page/Government_Sales_Results). 



# UPCOMING GOVERNMENT LEASE SALES

MARKED DAYS INDICATE THE **BID PERIOD** FOR UPCOMING STATE LEASE SALES ON ENERGYNET.COM

 Bureau of Land Management	 Colorado SLB	 Idaho Department of Land	 New Mexico SLO
 North Dakota Department of Land	 Texas GLO	 Texas University Lands	
 Utah SITLA	 Wyoming OSLI		

## FEBRUARY 2019

Su Mo Tu We Th Fr Sa

					1	2
					North Dakota Department of Land	
	3	4	5	6	7	8
	North Dakota Department of Land					
10	11	12	13	14	15	16
		New Mexico SLO		Colorado SLB		
17	18	19	20	21	22	23
New Mexico SLO		Colorado SLB				
24	25	26	27	28		
BLM Wyoming						
						31

## MARCH 2019

Su Mo Tu We Th Fr Sa

					1	2
					BLM Wyo	
	3	4	5	6	7	8
	BLM Nev		Wyoming OSLI			
10	11	12	13	14	15	16
Wyoming OSLI		New Mexico SLO				
		BLM Mon		BLM Nev		
17	18	19	20	21	22	23
New Mexico SLO						
24	25	26	27	28	29	30

## APRIL 2019

Su Mo Tu We Th Fr Sa

		1	2	3	4	5
						6
	7	8	9	10	11	12
		New Mexico SLO		Utah SITLA		
14	15	16	17	18	19	20
New Mexico SLO		Utah SITLA				
21	22	23	24	25	26	27
Utah SITLA						
28	29	30				

## MAY 2019

Su Mo Tu We Th Fr Sa

			1	2	3	4
	5	6	7	8	9	10
				Colorado SLB		
12	13	14	15	16	17	18
Colorado SLB		New Mexico SLO				
19	20	21	22	23	24	25
New Mexico SLO						
26	27	28	29	30	31	

# HOW DOES YOUR PROPERTY RECEIVE SO MUCH ATTENTION AT ENERGYNET?



**WILDON WOOLLEY**  
CHIEF OPERATING OFFICER


The EnergyNet platform provides sellers access to a ready universe of over 25,000 accredited, verified buyers with aggregate buying power of \$10.4 billion. This network drives competition and helps to ensure the sales value of the asset accurately represents its true market value. The EnergyNet platform goes far beyond maximizing value for the seller by providing several tangible and highly valuable features.

EnergyNet's Business Development team has decades of combined experience through various market cycles. They continuously monitor the market and collaborate across basins and regions to ensure sellers' assets receive maximum exposure, not just to the "most likely" buyer but also to buyers who may not be known to the seller.

EnergyNet has changed and improved our service offerings over the years, with the addition of two full-time petroleum engineers and a geologist working alongside our fifteen engineering, geology, financial, and land techs. This robust technical team has led to EnergyNet successfully assisting our clients in closing \$3.6B in oil and gas transactions over the past 24 months. Over the past 36 months, our clients have trusted us to market and close over 80 deals individually valued between \$10MM and \$150MM. These asset packages were highly complex and contained significant upside that the EnergyNet technical team was able to explain to capture full value for the upside.

Working hand-in-hand with the Business Development team, EnergyNet's Technical team stands ready to help sellers bring their assets to market. The technical team becomes a virtual back office for our sellers, assisting with uploading documents, organizing files, creating maps, and building data rooms.

Regardless of the number of wells or complexity of the properties, closing a deal with EnergyNet typically takes only 45 days from the receipt of data to funding the transaction. A highly skilled team of business development and technical professionals notwithstanding, the ability to quickly close a deal is tightly linked to the EnergyNet Buyer and Seller Agreements. Exhibits of one another, the EnergyNet Buyer and Seller Agreements effectively make up the PSA, boiling the transaction down to one variable; price.

The streamlined process EnergyNet uses to market assets is highly customizable and based upon the needs of the selling client. This is especially beneficial for a client who is marketing multiple assets, complex assets, or when the seller is targeting a specific closing date as in the case of those utilizing a 1031 exchange. The benefits of this customization, speed and efficiency are increased in times of high volatility of the commodities market. Having the EnergyNet Buyer and Seller Agreements in place and fixed close date helps mitigate the market swings that often derail deals during the negotiation of a PSA. Our mission is to improve the buying and selling experience for upstream oil and gas investors and producers. 

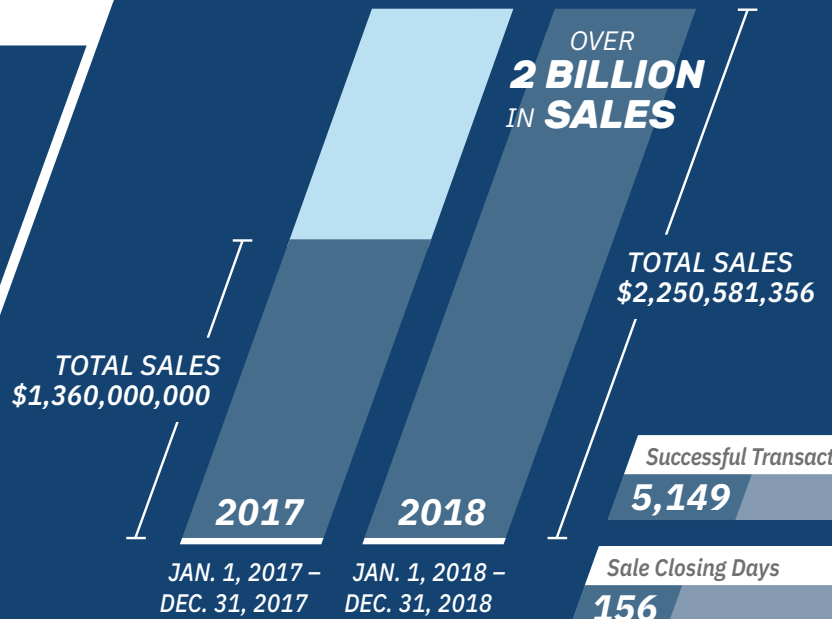
# ENERGYNET YEAR IN REVIEW

**TOTAL FOURTH  
QUARTER SALES:**  
**\$478,708,119**

**Successful Transactions 1,316**

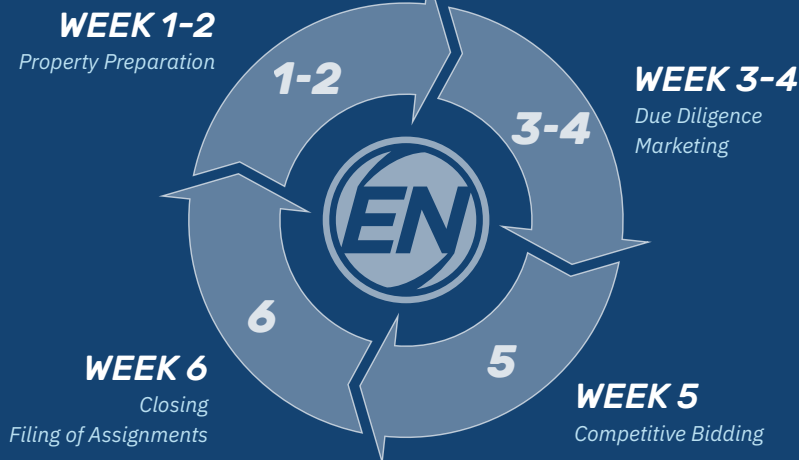
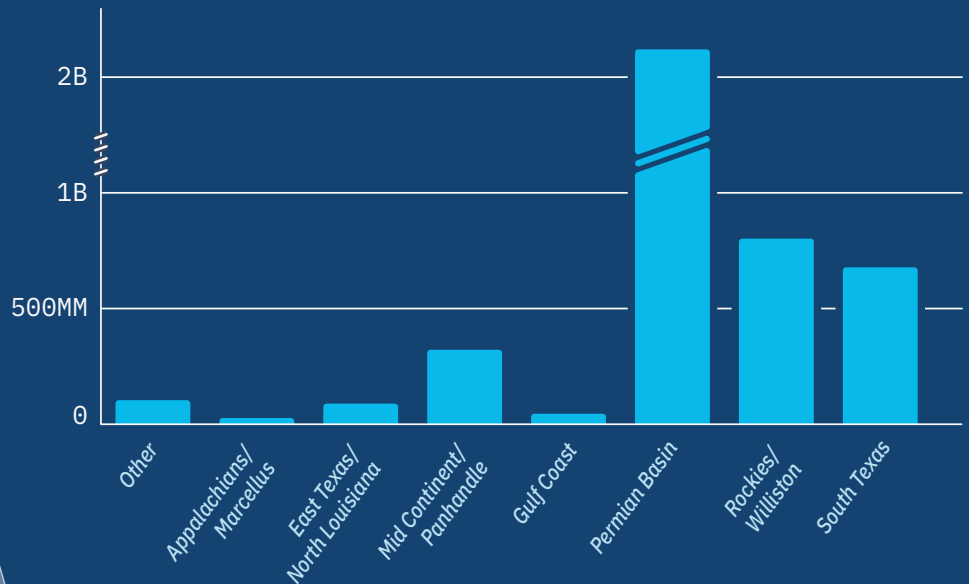
**Total Sale Closing Days 37**

## ENERGYNET 2018 SALES



### INDUSTRY AND GOVERNMENT SALES VALUE IN DOLLARS


(LAST 24 MONTHS BY  
GEOGRAPHIC AREA)



### ENERGYNET CONTINUOUS SALES CYCLE

(AVERAGE 45 DAY SALES CYCLE)

# ENERGYNET EXPANDS ITS TECHNICAL SERVICES CAPABILITIES

In order to better serve our selling and buying clients, over the past 18 months EnergyNet has expanded our technical services capabilities. We now employ two petroleum engineers, one geologist, and fifteen engineering, financial, land and geology technicians. These oil and gas professionals are taking a deep dive into our more complex asset divestment mandates to discover, showcase and present upside cases to our prospective buyers. 




**YVONNE TRUJILLO**  
*DIRECTOR OF ENGINEERING*

Yvonne Trujillo is the Director of Engineering for EnergyNet. Yvonne is a Reservoir Engineer with over 25 years of experience in the oil & gas industry. Yvonne, a Houstonian native, moved to Caracas Venezuela with her family in 1974, where she did most of her schooling and went on to graduate from the Universidad Simon Bolivar with a Bachelors degree in Mechanical Engineering. She returned to Houston in 1993 and received a Masters in Petroleum Engineering from the University of Houston.


Prior to joining EnergyNet to lead the engineering team, Yvonne served in various Senior Reservoir Engineering roles for Castleton Commodities Upstream, Apache Corporation and the Oil & Gas Asset Clearinghouse, and as Principal Engineering Advisor for Gaffney, Cline & Associates. She is a member of the Society of Petroleum Engineers and the Society of Women Engineers. 



**ANKITA SINHA**  
*TECHNICAL ANALYST / PETROLEUM ENGINEER*

Ankita Sinha is the Technical Analyst / Petroleum Engineer for EnergyNet. Prior to joining the technical team at EnergyNet, Ankita worked for Halliburton as a Cementing Field Engineer for 3 years working on conventional wells for Cairn Energy and Prize Petroleum and unconventional CBM wells for Great Eastern Energy Corp. Ltd. (GEECL) and Reliance Industries Ltd. Ankita earned her Masters in Petroleum Engineering from University of Oklahoma with a specialization in the field of Petrophysics in the Integrated Core Characterization. She earned a Bachelors in Petroleum Engineering from MIT, Pune India graduating in 2011. Ankita is an active member of the Society of Petroleum Engineers, and currently serves as the treasurer of the Downtown Houston Toastmasters Club. 

**TRACEY EDWARDS**  
*DIRECTOR OF GEOLOGY AND PROJECT MANAGEMENT*

Tracey Edwards comes to EnergyNet as the Director of Geology and Project Management, bringing with her over 15 years' experience. Prior to joining the Engineering team at our Houston location, Tracey spent some time as an Independent A & D Consultant. She has also held the position of Lead/ Senior Geologist for Chevron, Hess Plains Exploration and the Private Equity firm Osyka Corp. Tracey earned a Masters in Geology from the University of New Orleans, and a Bachelors from Mississippi State. 

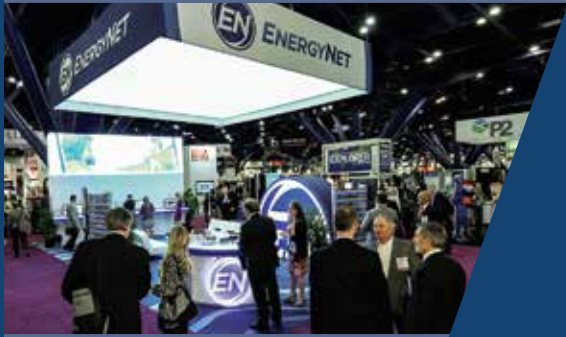
# 2019 EVENTS CALENDAR

**MAKE SURE TO REGISTER FOR THIS YEARS WORKSHOPS SPONSORED BY ENERGYNET!**

## FEBRUARY

February 6: OIPA Wildcatters - Tulsa, OK  
February 7: ADAM Energy Forum Luncheon  
Dallas, TX

## FEBRUARY 11-15 NAPE SUMMIT - HOUSTON, TX



## BOOTH #2611

February 12: Permian Basin Landman Association - Midland, TX  
February 13: IPAA/TIPRO Leaders in Industry Luncheon - Houston, TX  
February 15: ADAM Houston - Houston, TX  
February 15: Wildcatters' Ball - Houston, TX  
February 21: SIPES Luncheon - Houston, TX  
February 26-28: TIPRO Annual Convention  
San Antonio, TX  
February 27-28: ENERCOM Dallas - Dallas, TX

## MARCH

March 6: OIPA Wildcatter Luncheon  
Oklahoma City, OK  
March 7: ADAM Energy Forum Luncheon  
Dallas, TX  
March 12: Permian Basin Landman Association - Midland, TX  
March 13: IPAA/TIPRO Leaders in Industry Luncheon - Houston, TX  
March 15: ADAM Houston - Houston, TX  
March 21: SIPES Luncheon - Houston, TX  
March 20-22: Louisiana Oil & Gas Association Annual Meeting - Lake Charles, LA

## APRIL

April 2-3: Texas Alliance of Energy Producers Expo & Annual Meeting - Irving, TX  
April 3: OIPA Wildcatters - Tulsa, OK  
April 10: IPAA/TIPRO Leaders in Industry Luncheon - Houston, TX  
April 11: Permian Basin Landman Association Midland, TX  
April 12: National Stripper Well Energy Gala Oklahoma City, OK  
April 15-17: DUG Permian Basin - Fort Worth, TX  
April 18: SIPES Luncheon - Houston, TX

## MAY

May 1: OIPA Wildcatters - Oklahoma City, OK  
May 8: IPAA/TIPRO Leaders in Industry Luncheon - Houston, TX  
May 14: Permian Basin Landman Association Midland, TX  
May 14-15: DUG Rockies - Denver, CO  
May 16: SIPES Luncheon - Houston, TX  
May 17: ADAM Houston - Houston, TX  
May 21: Houston Wildcatters - Houston, TX  
May 28: ADAM Tulsa - Tulsa, OK

## JUNE

June 6: ADAM Energy Forum Luncheon  
Dallas, TX  
June 6-9: CIPA Annual Meeting  
Lake Tahoe area, CA  
June 11-14: OIPA Annual Meeting  
Las Colinas, TX  
June 12: IPAA/TIPRO Leaders in Industry Luncheon - Houston, TX  
June 20: SIPES Luncheon - Houston, TX  
June 21: ADAM Houston - Houston, TX  
June 24-26: IPAA Mid-Year Meeting  
Colorado Springs, CO  
June 25: ADAM Oklahoma City  
Oklahoma City, OK  
June 28: SPE Business Development Meeting - Houston, TX

## JULY

July 10: IPAA/TIPRO Leaders in Industry Luncheon - Houston, TX  
July 11: ADAM Energy Forum Luncheon  
Dallas, TX  
July 18: SIPES Luncheon - Houston, TX  
July 25: ADAM Tulsa - Tulsa, OK  
July 28 - August 1: WSLCA, Whitefish, MT



**ENERGYNET**

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**CONTACT US TODAY TO DISCUSS  
YOUR A&D OBJECTIVES**

**WE WOULD LIKE TO  
CONGRATULATE  
CHRIS ATHERTON  
ON HIS PROMOTION  
TO PRESIDENT/CEO!**

