

Services

About

Consultancy **ROOTT** is a management consultancy serving the upstream and midstream energy chains and the emerging renewable power sector. It provides expert advice and delivery in the areas of M&A, contract crafting and negotiation plus project & portfolio analytics.

Experience With over 40 years of industry experience, gained in both multi-nationals and startups, ROOTT can help you develop, evaluate and close your next opportunity.

Specialisms

M&A Our expertise includes opportunity evaluation, detailed commercial and technical due diligence, agreement drafting, review and negotiation, to closing the deal.

Commercial **ROOTT** has the commercial experience to draft, evaluate and negotiate energy contracts alongside your in-house or external legal team.

Coupled with our analytical skills, we can evaluate the monetary and risk implications of proposed contract variations, so you can be fully prepared for negotiations and can react quickly to counter-parties' proposals.

Analysis We provide MS Excel modelling expertise, with or without Monte Carlo analysis, and can also model dynamic systems which are not amenable to the more static approach of spreadsheet evaluation. Our dynamic evaluations use the specialist iThink/Stella modelling tool which can interface with conventional spreadsheets for model input and output.

Exploration licensing rounds We have PM skills to deliver the entire licensing round process, including data preparation, roadshows, creation of fiscal terms, agreements & bidder selection.

Expert witness We have experience of providing commercial expert witness support for contractual disputes.

Case Studies

ADNOC first exploration licensing round

Task Deliver attractive bids on 6 massive onshore and offshore exploration blocks in 9 months.

Results 5 of 6 blocks awarded; \$600m + of work commitments; project completed on schedule; attracted new international players

Buy-side due diligence

Task Identify key issues and make technical and commercial judgements on value of 40% stake in Middle East stabilized crude pipelines

Results \$4 bln. deal completed on time and to satisfaction of all parties.

FLNG valuation

Task Identify key issues and make technical and commercial recommendations on value of 2mtpa LNG offtake and client equity stake in Prelude FLNG.

Results Client made more competitive bid, significantly increasing their value. Project completed on time and budget.

LNG liquefaction, ME

Task Leveraging extensive commercial leadership experience, provide strategic and commercial advisory to potential investors in project.

Results Full terms of contract delivered on time; project suspended as a result of political pressures.

ROOTT

Delivering your next deal

M&A, commercial, analysis



www.roott.co.uk
info@roott.co.uk
+44 (0) 7717 227733

Deal Delivery

ROOTT is with you at each stage of the process

Define objectives/ Create strategy

Due diligence / Data gathering

Identify risks & rewards

"Run the numbers"

Draft & negotiate agreements

Close the deal

What does success look like?
Include all relevant stakeholders
Define "musts", "wants" and "walk away"
Establish parameters, boundaries, etc.

Examine whole value chain
Public data search
Data room preparation and evaluation

External and internal to project
Impact, likelihood - then prioritise

Holistic analysis overvalue chain
Create model(s)
Evaluate own and counter-party positions
Run "what if" analyses
Value risk / price uncertainty
Iterate as necessary during negotiations

Adapt from standards / templates?
Understand counter-party's position
Appropriate placement of risks
Ensure full integration across agreement suite
Timely creation of support documents / schedules