The Future of Hydrocarbon Management

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GLJ PETROLEUM CONSULTANTS

Industry's Leading Solution Provider
Integrated Planning, Operations & Reserves

One of the largest, most trusted reserves evaluators in the world

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GLJ PETROLEUM CONSULTANTS

More than 500 customers worldwide

45 Years of Proven Experience

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Collaboration for Transformation

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Michael Morgan

Director, Analytics

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Wayne Sim

CEO of 3esi-Enersight

Industry Outlook

Production cuts, supply reduction

Balance sheet protection to value creation

Private equity playing a new role

Still uncertainty

60 is the new 80

Long term outlook is positive, demand increasing

Oilfield Innovation

Institutionalizing structural savings

Tactical vs. Strategic

Margin vs. Cash flow

Chasing the Price Deck

Optimizing the Enterprise

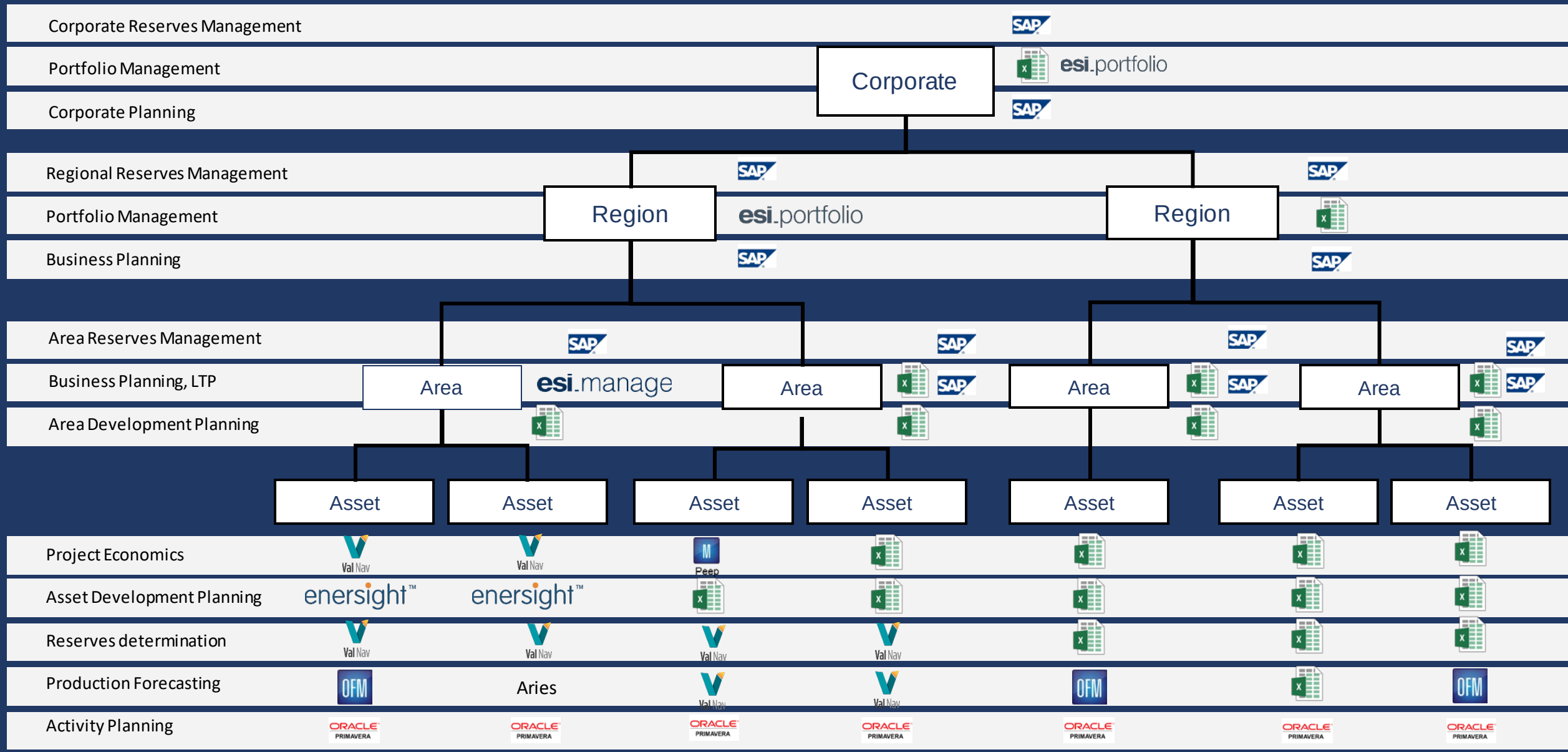
Operators Respond

Hydrocarbon Management treated as a cost reduction exercise

Hydrocarbon Management

year old processes and technology

Hydrocarbon Management TODAY

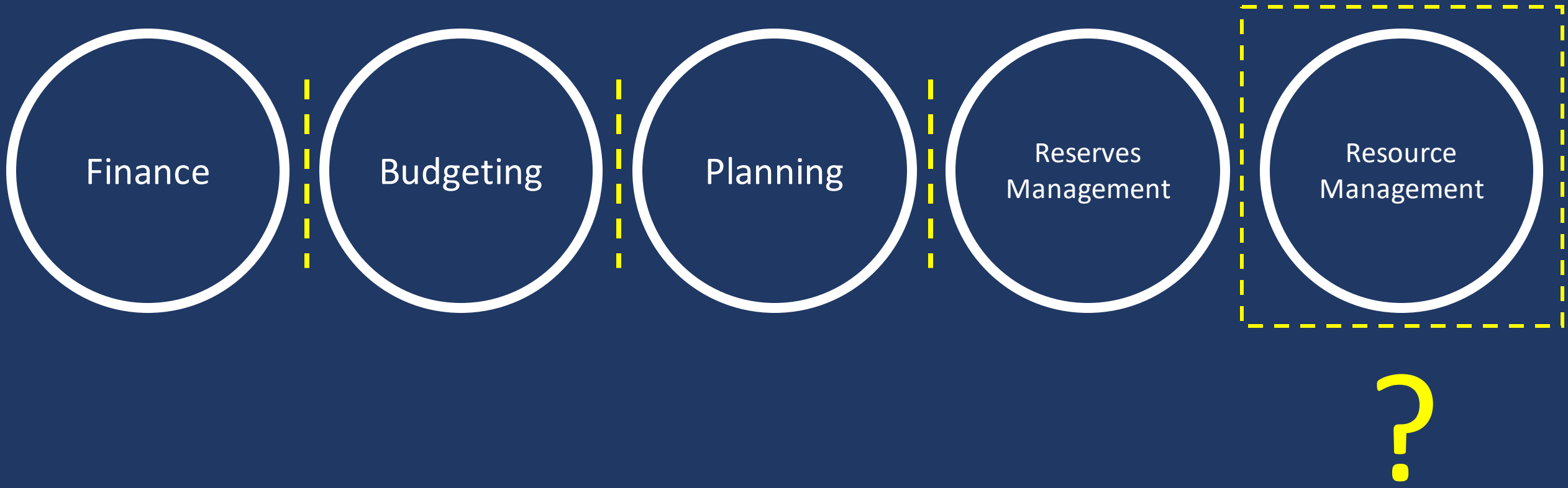


Hydrocarbon Management

Disparate Workflows – Operating in Silos

Hydrocarbon Management TODAY

Capturing and Tracking Reserves – What about Resources?

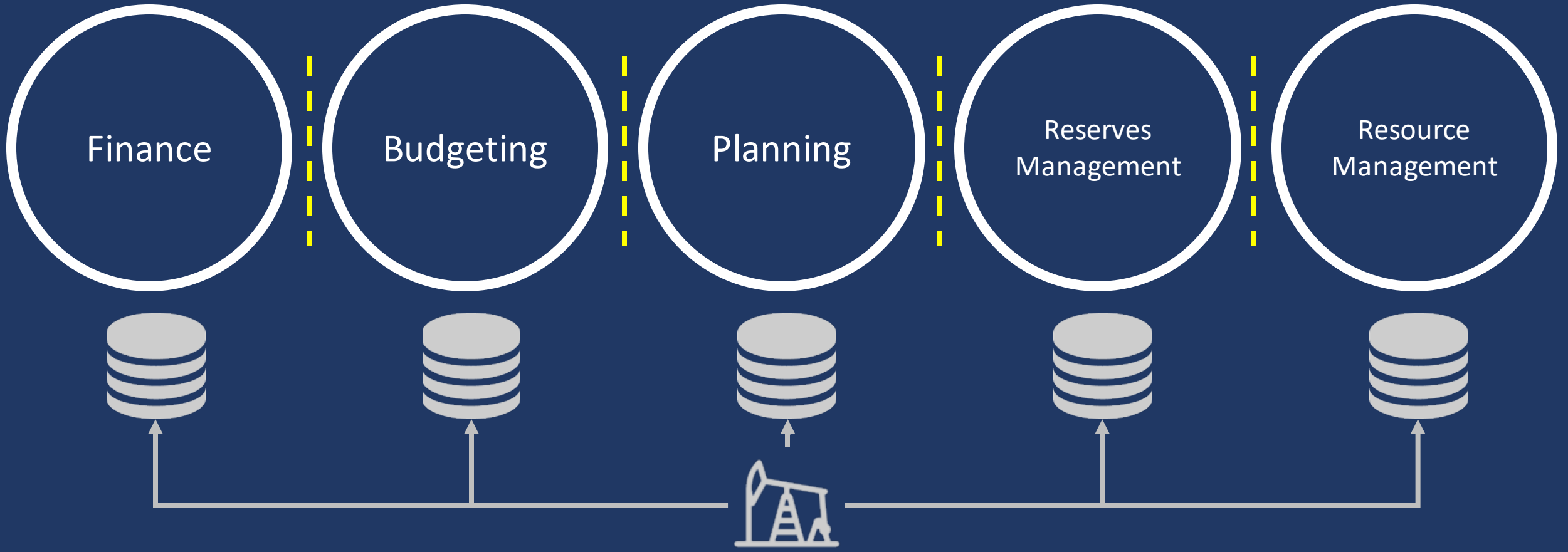


Hydrocarbon Management

Independent Data Sources

Hydrocarbon Management TODAY

Independent Data Sources – Talking about the same well



Hydrocarbon Management TODAY

Calendar Driven Process - Driven by Compliance

Why do we do reserves evaluations?

Most reasons have

nothing to do with compliance

Reserves evaluation can

drive real Value for the business

Disparate Workflows operating in Silos

Hydrocarbon Management Today

Independent data sources talking about the same well

Calendar based processes driven by compliance

Resource management operating in a silo

Reserves management primarily a compliance driven activity

Four Pillars of Transformation

- Technology
- Information
- Industry
- Providers

Evergreen data provides a view of yesterday, today and tomorrow

Information

- **Cloud hosted**
- **Internal or external**
- **Fit for purpose granularity**
- **Detail dictated by consumer**
- **Big Data**
- **Real time transactions**

Repeatable solutions shift the focus to analysis and strategy

Technology

Silos disappear, and compliance becomes a bi-product

Evergreen & open systems

Extensible platform

Predictive Analytics

Published interfaces

Software as a Service

Third party expertise

Collaboration

Tech & consulting partnerships

Leveraging core competencies

Redundant effort eliminated

Increased focus

Innovation

Faster pace of delivery

Providers

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Next generation
Hydrocarbon
Management
Solution

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Four Key Features

- Common Calculation Engine
- Single Source of Truth
- Extensible Framework
- Efficient Scale Up

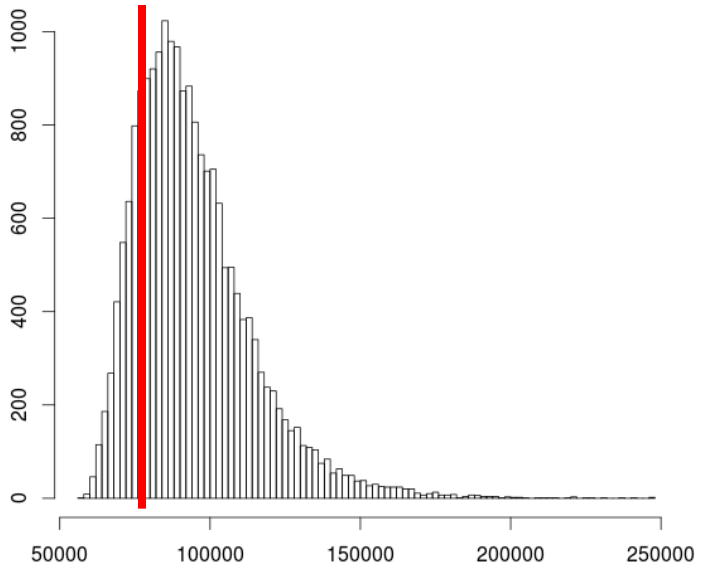
A consistent model allows all parties to leverage each other

Single Source of Truth

- **Business unit proposals aggregate up**
- **Corporate budget allocations propagate down**
- **Business impact is always apparent**
- **AFE dollars and accounting actuals already linked**
- **Review process is less about data gathering and more about review**
- **Everyone works with the most up to date model**

An integrated, scalable system allows sophisticated uncertainty analysis

Efficient Scale Up



This opens up robust analysis of economic uncertainty

Capital & Operational Efficiency

Organizational Alignment

Industry

Better Decision Quality

Decision Velocity

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Next generation
Hydrocarbon
Management
Solution

Software

Distribution

Workflow

Evaluation

Content

Workflow

Industry

Service Providers

Ecosystem
Collaboration

Academia

Technology Providers

“THE FUTURE IS LESS ABOUT OIL PRICES THAN INNOVATION”

- JACKIE FORREST, SENIOR DIRECTOR – ARC ENERGY RESEARCH INSTITUTE

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QUESTIONS?

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