

## Managing Land for M&A

THE INDUSTRY HAS TRANSITIONED FROM ASSET ACQUISITION TOWARD ASSET DEVELOPMENT.

WE EXPECT CONTINUED CONSOLIDATION AS OPERATORS SEEK TO STRENGTHEN THEIR COMPETITIVE ADVANTAGE,

# Managing Land for M&A

SEPTEMBER 18, 2018

## IT'S A SMALL WORLD, AFTER ALL

The shale revolution that began in 2006 in the North American oil patch set off a land grab among E&Ps wanting to stake their claim on the next oil and natural gas boom. Names like the Haynesville, Barnett, Fayetteville, Niobrara, Marcellus, Utica, Bakken, Eagle Ford and later the Wolfcamp all became household names in oil cities across the country, ranging from the Appalachian Basin to the east, the Williston Basin to the north and Permian Basin in west Texas. Other plays, now lesser known, fell by the wayside for the time being until technology and technique can unlock their natural resources.

Now the industry has transitioned from asset acquisition toward asset development. With this strategic shift, operators are placing greater emphasis on asset consolidation to achieve economies of scale and to extend their core asset positions.

For leading E&P operators, the world is getting smaller. The recent \$9.5 billion acquisition of RSP Permian by Concho Resources in July 2018 created the largest Permian Basin oil and gas producer; this is just one recent example of consolidation in the E&P sector. We expect continued consolidation as operators seek to strengthen their competitive advantage by becoming "basin dominators" in order to leverage negotiating power for services, apply intellectual capital across a larger asset base and to attract new investment capital.

This last point cannot be overemphasized because companies growing through consolidation find themselves in a position in which they need to address larger volumes of data as a risk management priority during organizational integration.

CONTINUED >>

# Managing Land for M&A

SEPTEMBER 18, 2018

WHEN IT COMES TO OIL AND GAS ASSETS, MANAGING LAND RECORDS FOR A FUTURE SALE BEGINS THE DAY THE PRIMARY LEASE IS SIGNED. TCO'S TACT/TITLE TREE SOLUTION OFFERS E&P COMPANIES A CLOUD-BASED, SINGLE SOURCE OF INFORMATION ASSETS RELATED TO LAND AND HELPS THEM MANAGE ASSETS THROUGH THE LAND SERVICE LIFECYCLE.

## THE SITUATION

Land records, including leases, abstracts, title opinions and other information are among the most critical documents in closing an oil and gas transaction. If a seller can't find the critical land records, it must bear the cost and time associated with recreating the chain of title. If a seller's documentation is sloppy or disorganized, it can delay the closing of a sale well beyond the planned effective date. Lost or poor-quality land records can result in higher holdbacks and even the loss of financial value.

E&P companies need a solution that manages vital land records through the entire Land Services Lifecycle, from lease acquisition to divestment, providing buyers and sellers with high-quality title chains and offering easy access to critical land information assets.

## THE SOLUTION – TCO'S TACT/TITLE TREE

When it comes to oil and gas assets, managing land records for a future sale begins the day the primary lease is signed. TCO's TACT/Title Tree solution offers E&P companies a cloud-based, single source of information assets related to land and helps them manage assets through the Land Service Lifecycle.

TACT/Title Tree's visual chain of title display makes it easy for sellers to convey complex ownership structure and history. Critical land records, including lease documents, affidavits, title opinions, abstracts and others are available immediately through the easy to use graphical user interface.

CONTINUED >>

# Managing Land for M&A

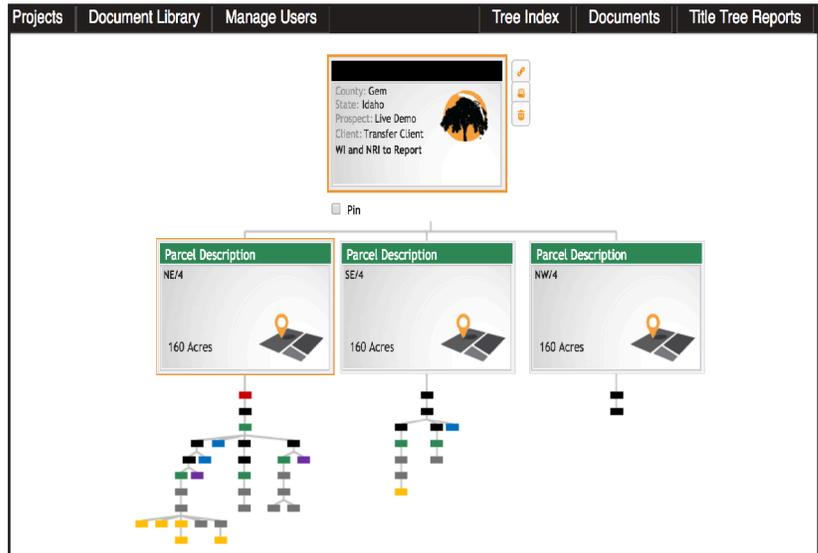
SEPTEMBER 18, 2018

## Managing Land for M&A

### ABOUT TCO

Since 1958 TransContinent Oil (TCO) is one of the longest-standing national land services companies in the oil and gas industry. Our services are delivered by experienced land professionals who have delivered thousands of successful projects over a nearly 60-year track record. Our proprietary TACT/Title Tree technology platform ensures our work is performed efficiently, productively and that we deliver a standardized and consistent high-quality product.

Glenn Land and Pam Cortese are the third generation of dedicated industry veterans to lead TCO Land Services. Combined, they have over 30 years of work experience at TCO and are leading our initiative to leverage technology for client advantage.



TACT | TITLE TREE INTERFACE SCREEN

### BENEFITS

TACT/Title Tree from TCO makes the process of buying or selling oil and gas properties easier, faster and potentially more profitable.

- Buyers have greater confidence in knowing what they are buying, and conversely sellers know what they are selling!
- Faster understanding of potentially complex ownership and chain of title.
- Less time involved in collecting and conveying critical land documents to sellers and populating data rooms.
- Better documentation typically results in lower purchase holdbacks, increasing cash flow and transaction value.
- Deals get done on time.

Contact TransContinent Oil today at 303.298.8108 or

Phil.Cortese@TCOLandServices.com to learn more about how our solutions for managing the Land Service Lifecycle can help you get deals done faster and more complete.