



Is it time to redeploy your investment capital?

It is if . . .

- you want to take advantage of low capital gains rates,
- you want to high-grade your assets,
- you are ready to downsize,
- you are thinking about retirement.

To find out more about your options, Please call Us! [405-478-0404](tel:405-478-0404).

PRIVATE PLACEMENTS

While Smart Brothers is highly visible through its internet activity and decades of personal involvement in the oil and gas industry, the majority of our business is conducted through private placements.

Our private placement services enable you to explore liquidation opportunities confidentially. Whatever your upstream oil and gas assets are, it's likely we already know potential buyers. We can "quietly" shop your assets and let you decide based on market response.

NEGOTIATED SALES

Using our negotiated sales services will get you maximum exposure to highly qualified oil and gas investors.

Generally, we will enter into purchase negotiations with the first capable buyer willing to meet your objectives. "Short List" buyers with a track record of closing on similar transactions may be given preliminary access to information prior to going to the open market. Smart Brothers can manage all phases of the transaction including purchase contract negotiations and closing.

AUCTIONS

What distinguishes auctions from other sales methods is that terms of sale established prior to receiving offers, buyers must submit financial qualifications prior to or in conjunction with their bid and the property is generally sold to the highest pre-qualified bidder. Auctions can be structured traditionally with an auctioneer, as online events or as a bid package with bidding deadline.

The principals of Smart Brothers have conducted more oil and gas auctions than any other company in existence.

FREQUENTLY ASKED QUESTIONS

How should I value my assets?

There are many statistical metrics used for valuing property such as cash flow multiples, \$/net daily barrel and return on investment. These can give a "thumbnail" estimate but should not be used as a rule for valuing assets.

Smart Brothers will provide you a no obligation estimate of market value taking these metrics into consideration along with a reserve/cash flow evaluation, risk analysis for producing and nonproducing reserves and market demand.

How do I find the right buyer?

If you've tried selling assets before, you may have felt that you were stuck dealing with "tire kickers". While this is sometimes true, more often than not, failure to consummate a sale is a result of simply not matching the right asset with the right buyer. This is what we do.

Buyers vary in risk tolerance, ROI requirements, price sensitivities, developmental strategies, funding ability and many other criteria. Much the same as we evaluate your assets, we evaluate potential buyers so you can be confident we will find the right buyer for you.

How long does it take to find a buyer?

From start to finish, Smart Brothers has closed transactions in as little as two weeks to as long as six months. The time it will take to close your transaction is largely dependent on your property's characteristics, the quality of data available and your price expectations. Conditions such as limited data, limited consecutive production history, and significant percentage of value placed on potential will extend the sales process.

Regardless of your circumstances, Smart Brother's can find you a buyer and will give you a candid assessment of market response.

Can the sale be conducted privately?

Absolutely, Smart Brothers generally limits private placements to transactions valued from \$10 million to more than \$100 million. From 25 years A&D experience, we know who to present your divestment opportunity based on buying criteria.

In general, the decision to utilize a privately negotiated transaction should be based on corporate or employee sensitivity as the result of a sale of significant assets. In most cases, we will recommend a publicly promoted transaction to ensure you the greatest exposure to potential investors.

How much will it cost me to sell?

Smart Brothers charges a commission on a sliding scale based on the size of the transaction. Percentages range from 9.5% for minor transactions to 1.5% for substantial transactions. Clients with divestments valued in excess of \$1 million will generally find commissions of 5.0% and less.

Other costs may be incurred for data preparation or obtaining third party data/services if required. In general, sellers providing thorough data for their property are only charged a commission at closing. Call Smart Brothers for a quote.

What information needs to be provided?

Information required is dependent on the type of property you are selling. In general, more information generates better results. Our goal is to anticipate buyers questions and answer them upfront. For producing properties, a prior 12 month detailed lease operating statement should be provided. This should be supported by most recent 4 months check detail and joint interest billing. Other items include a leasehold description, division of interest and notation of development opportunity or operational enhancements. Data is preferred digitally when available however paper copies are always acceptable.

Contact us for guidelines or assistance in preparing information.