Wood Mackenzie Lens®
Global Upstream Optimisation

Lens Upstream enables companies to capitalise on North Sea investment opportunities with increased accuracy and confidence
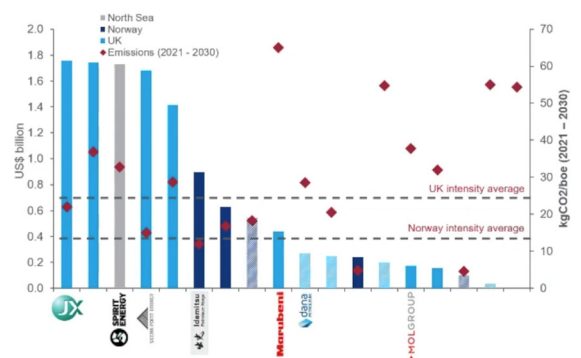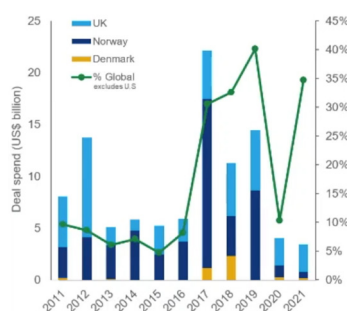
With 35% of current global M&A spend attributed to the North Sea, E&Ps and private equity firms are assessing early 2022 deal pipelines to capitalise on investment opportunities for robust and sustainable portfolios within the region.

M&A decisions must be made at speed, with certainty, and focus on low-cost, long-life, and low carbon-intensive assets to attract capital.

2021 North Sea M&A started with a bang. Over US $10 billion worth of opportunities remain for the 2021-22 pipeline.

Source: Wood Mackenzie

The Challenge

Recognising the importance of first-mover advantage in a buoyant M&A market. A private North Sea E&P operator looked to Lens Upstream Optimisation to solve their M&A ideation and portfolio assessment needs.

Key Problem

- Lack of access to reliable and cleansed data (asset & company valuation data)

- Lengthy process of portfolio assessment, modelling, and investment analyses due to current use of multiple and disparate analytical tools. (e.g. spreadsheets: 2+ hours)
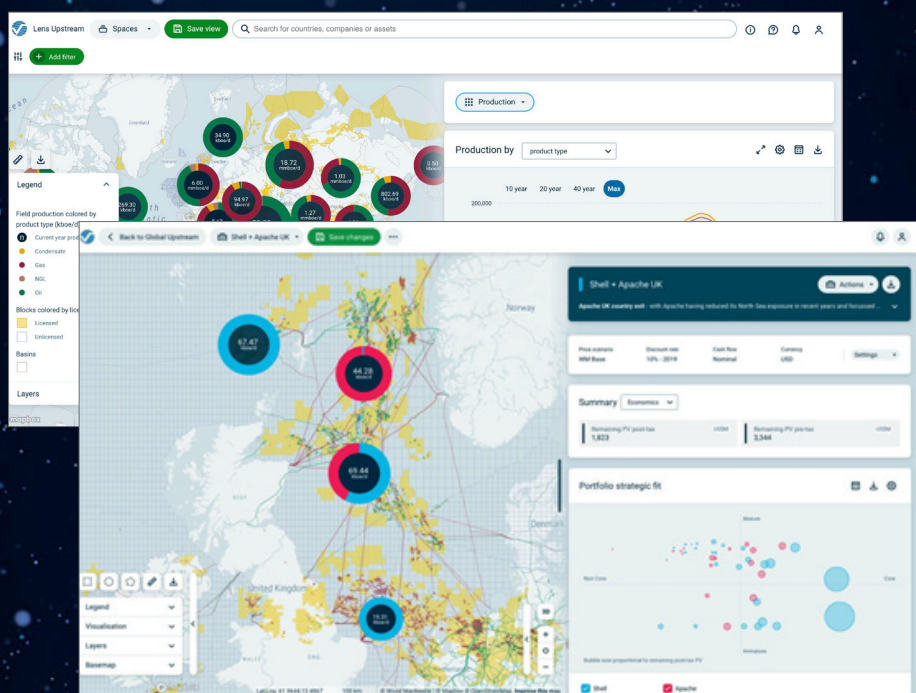
The Approach

Rapidly test and analyse hypothetical 'what-if' investment scenarios utilising insight-driven data from a single source. Enable strategic decision-making from portfolio assessment in real-time.

The Solution

Lens Upstream Optimisation was deployed and enabled our clients' M&A team to:

- Allow user-generated M&A ideas to be visualized and compared in just a few clicks.

- Analyse total carbon emissions and emission intensity for targeted companies or assets.

- Identify potential acquisition targets (based on an asset's physical and commercial characteristics) and then flex custom portfolio assumptions to assess overall fiscal synergy and strategic fit within minutes.

Great tool.
Very user friendly and serves as one-stop shop for analysis.

CEO, Private North Sea E&P operator

The Valuable Difference

Digital team collaboration and data transparency were critical to the success of this project. By deploying a universal analytical tool that enables vital decision-making and in-depth portfolio assessment in near real-time, the clients' team adapted their investment strategy to the dynamic North Sea market, allowing for a better positioned and strengthened portfolio within the region.

The Result

Reduced Complexity
Fiscal calculations simplified

Improved Accuracy
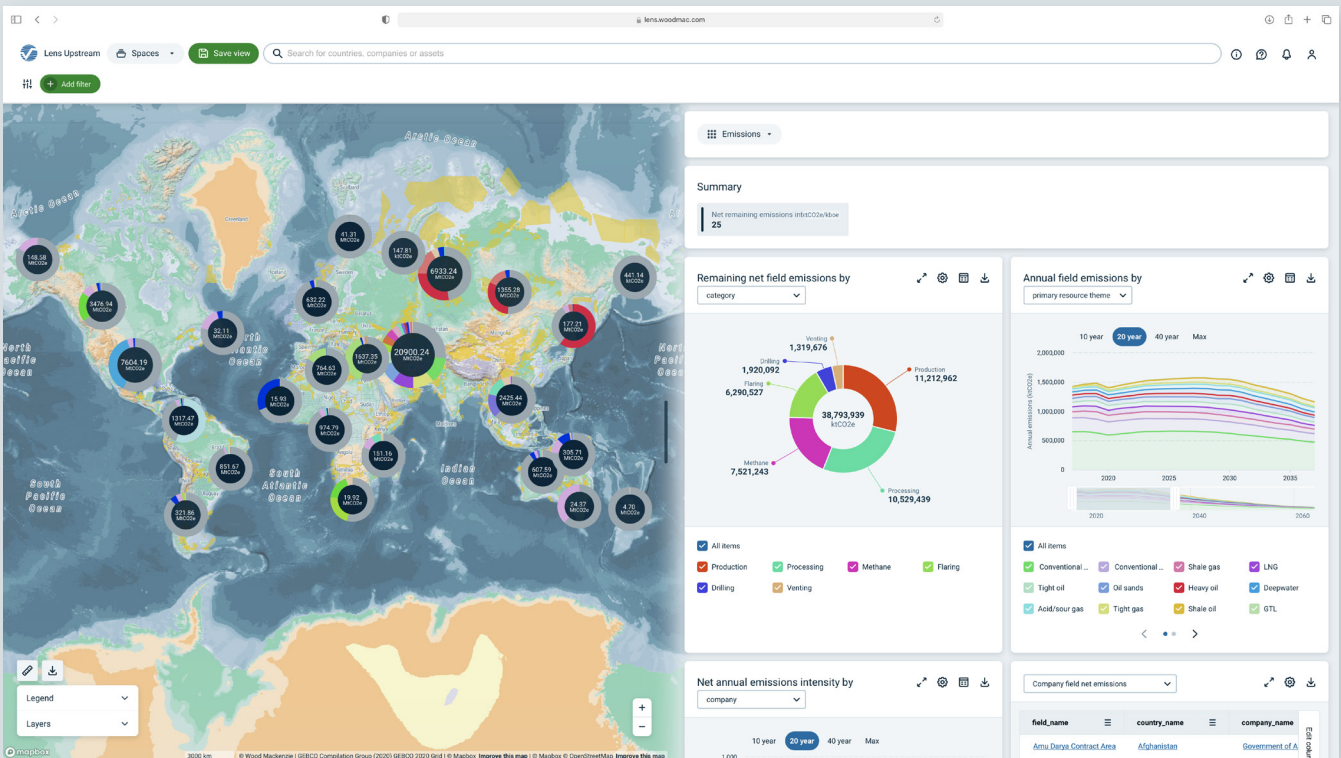100s of pre-populated, proprietary fiscal markers

Expanded Accessibility
Intuitive interface fit for business analyst or C-suite

Navigate the energy transition with speed and certainty

As companies face mounting pressure to decarbonise operations, the ability to quickly and accurately analyse emission-intensive assets has become crucial.

Lens Upstream Optimisation combines Wood Mackenzie's analytics-ready carbon emissions data with seamless screening and benchmarking capabilities, so you get a clear view of asset-level emissions at the touch of a button.

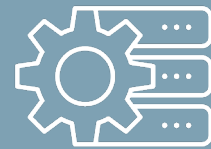# Future-proof and build **resilient**, **sustainable** portfolios

Lens Upstream is your single source for accessing Wood Mackenzie's upstream oil and gas data, with modelling insights designed to enable **improved capital allocation for investments** in clean energy.

Discover, model and value assets and companies and test hypotheses to assess risk vs reward.

Identify strategic fit for potential targets and compare acquisition candidates within an intuitive interface.

Generate asset and 'multiple-company valuations' using various pricing scenarios.

Run 'What if' analysis for real-time M&A ideation and assessment.

Sculpt customer portfolios at speed and on-the-fly.

CO2 Emissions screening and benchmarking.

Speak to an expert at
contactus@woodmac.com