



WOOD ROBERTS, LLC.
Corporate Finance for Energy

Online Brochure

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Overview

Founded in 1988, Wood Roberts offers a broad range of corporate financial advisory services to emerging and middle-market companies. The firm is based in Houston, Texas, and serves domestic and international clients. Wood Roberts has established a strong track record of successfully and creatively completing a wide range of engagements on behalf of multiple clients with which it has worked closely and provided with a high level of services.

Our two principals have many years of experience in the United States and Europe not only in corporate finance but also in many areas of business. We have built a broad network of corporate, professional and financial relationships throughout the world. We are responsive to the needs of clients.

We specialized in the energy industry, which is the primary reason for our Houston presence. However, our expertise and contacts within the financial and business communities afford us the opportunity to add value to transactions in multiple industries. Consequently, we have also been retained to provide advice to companies involved in: Internet software and infrastructure; e-commerce; high performance computing; sub-sea intervention; development and commercialization of bio-nutrient fertilizer technology; and in various other industries.

We have chosen to remain a small firm and to work with only a limited number of clients at one time so as to ensure the proper level of commitment and resources to each relationship. The firm is committed to providing objective and high quality advice and to building enduring relationships with its clients. We consider our clients to be our partners and our primary aim to help them solve their problems and achieve their goals.

About us

Wood Roberts, LLC. was formed in Texas in 1995 by John Martinson to take over the business of Wood Roberts, Inc., a firm that he established in 1988. John Ogden became a principal in Wood Roberts, LLC. shortly after its formation.

Our services include providing comprehensive advice relating to all corporate finance issues; arranging asset acquisitions and divestitures; valuing assets; fairness opinions and general corporate consulting related to a variety of matters.



Wood Roberts has completed engagements for an exceptionally broad range of companies. We have conceived of, instigated and successfully arranged several transactions and have represented more than a dozen companies in their acquisition and divestiture activities. We have also been retained as corporate financial advisor by several more companies.

Services

Corporate Financial Advice

Wood Roberts acts as corporate financial advisor to emerging and middle-market companies that we believe are poised for significant near-term growth. We help our clients solve a broad range of problems and achieve their business goals. We know that each client is unique and we tailor our services to the specific needs of each client.

We provide corporate advice, which typically comprises advice and assistance in formulating a strategic plan addressing the client's capital needs. We create a multiple step structure specifically designed for the client where each step is appropriate for the specific stage in the company's development. For example, we may initially negotiate purchase order or receivable financing, move on to help establish solid long-

term banking relationships, and provide advice on structuring mezzanine financing and other capital raising. We are unable to advise on the issuing and/or sale of securities, and would bring in a regulated broker dealer to undertake this work.

Our advice sometimes doesn't start at the strategic plan and it certainly doesn't end there. It may involve: the introduction of alternative outside professional advisors; assistance in improving financial reporting; contract negotiation; joint venture introduction and structuring; dispositions and acquisitions; and many other facets of general business advice.

We do not provide legal or tax advice. However, we hold firmly to the opinion that valuable strategic corporate advice cannot be provided in a vacuum and must address the overall effect it will have on the business of a client. To do otherwise would render our advice useless. We will therefore review and comment on all matters that may influence the effectiveness of our advice and will, if so requested, work with the client's legal and tax advisors in addressing these issues.

We typically expect to be involved with our clients for the long-term. We are relationship driven rather than purely transaction driven.

Working Capital Financing

We can arrange working capital financing for companies seeking an immediate source of funding without having to give up equity, by monetizing current assets for purposes such as taking advantage of volume purchases or early payment discounts, accommodating seasonal increases in demand, or simply providing additional cash reserves. Working capital financing usually takes the form of accounts receivable or inventory financing.

We maintain relationships with several financial institutions and select the appropriate funding source for each client based on its individual circumstance. Generally, we can determine a client's qualification for working capital financing within a few days, saving management time and effort.

By taking advantage of our ability to arrange and structure such financing at competitive rates, a developing company will position itself to qualify more rapidly for a bank line of credit or to raise capital.

Strategy Implementation

Formulating and developing a strategic plan is nothing without implementation and execution. In cooperation with a client's legal, accounting, and investment advisors, we help to prepare the information that prospective capital providers or joint venture partners will require. We assist in the entire planning process with the client, from the introduction of suitable institutional partner sources and, if necessary, other qualified professionals, through informational presentations, to the final closing of the transaction. While the terms of each transaction are negotiated between the principals, we alleviate many of the pressures on senior management, co-ordinate the numerous professionals involved and provide the company with the broad experience that we have gained from numerous prior transactions.

Wood Roberts does not provide investment advice or sell securities. It is not a registered broker-dealer or investment advisor and does not act as an issuer or selling agent for client companies. Please review the legal section of this web site.

Merger, Acquisition & Divestiture

We work closely with our clients, getting to know their corporate aims and helping develop their overall strategy. Historically, we have instigated transactions by identifying and analyzing suitable targets. We represent client interests in valuing the assets of both the client and target, assisting in negotiating the terms of the transaction, due diligence, financing, drafting of disclosure documentation, and closing.

Additionally, we source and develop larger private equity transactions on behalf of certain major financial institutions with which we have long-standing relationships.

Financial Opinions

We provide opinions and analyses on various corporate matters, including fairness opinions relating to corporate mergers, acquisitions and disposals, and valuation of corporate assets. We do not value securities.

Working With Other Professionals

If we don't know, we usually know who to ask.

We have business and professional relationships with numerous firms and individuals and we often work with other advisors where we require additional manpower or expertise in an area with which we are unfamiliar or not authorized to provide advice. If we find ourselves unable to provide suitable advice or assistance to a client or potential client, we will seek to make an appropriate introduction to a qualified professional. We do not provide advice with respect to the value of securities or to the advisability of investing in, purchasing, or selling securities.

Profiles

he two principals of Wood Roberts have more than half a century of experience in providing corporate financial, investment banking and strategic advice and analysis to entities as wide ranging as multi-national oil companies, smaller publicly traded companies, start-ups and religious and charitable organizations. With backgrounds that encompass finance, investment banking, corporate development, law, engineering, venture capital, and company management and operation, Wood Roberts offers a wealth of experience to its clients.



John R. Martinson

John began his career in 1959 spending seven years in the international division of Mobil Oil Corporation, with roles in finance, corporate planning and marketing/supply planning. He subsequently worked on Wall Street in the institutional sales departments of Kidder, Peabody & Company for three years and Oppenheimer & Company for four years. John spent the following eighteen years as an independent oil operator and investor, including the founding and management of companies involved in oil and gas exploration and development, crude oil and products trading, refining and marketing, natural gas gathering and processing, and electric utility load management.

In 1988, John formed Wood Roberts, Inc. to engage in the provision of corporate financial advice to the petroleum industry, focusing on initiating and advising on the acquisition activities of U.S. independents. He has also had experience as a venture capitalist in the broadcast industry.

John holds a B.S.E. from Princeton University and an M.B.A. (with honors) from Northwestern University. He serves as Trustee for two privately held trusts and as a Director of a charitable trust.

John L. Ogden

Historically, John has focused on the energy industry as an analyst and consultant in international oil and gas economics and corporate finance. Following his qualification as a barrister-at-law in England, he initially worked with Wood Mackenzie & Co., in Edinburgh, Scotland, where he provided a range of advisory services to companies and to state entities and co-authored the most authoritative reference work for petroleum operations, finance and economics in northwest Europe. He subsequently established and headed an energy team for the firm of Sheppards & Chase in London, building a successful natural resource corporate finance business. He was responsible for arranging the funding for Energy Limited, a provider of project finance to U.S. independent oil and gas companies, and subsequently served as a managing director.



In 1985, John established an independent corporate financial consulting business, initially in London and subsequently in Houston, specializing in domestic and international energy issues and providing acquisition and divestiture advice and execution; corporate financial consulting; corporate development and strategic advice; and contract negotiation and structuring. He joined Wood Roberts as a managing director and principal in 1995.

John holds a law degree, LL.B. (with honours), from the University of Leeds and was admitted to the Bar (Inner Temple) in England in 1979.

Transactions

In recent years Wood Roberts has represented more than 50 clients in a wide range of transactions, a selection of which is described below.

- Advisor to privately-owned oil company in its sale of assets to a NASDAQ listed company. Wood Roberts instigated the transaction.
- Advisor to privately-owned oil company in its sale of assets to a London Stock Exchange listed company. Wood Roberts instigated the transaction.
- Advisor to privately-owned US oil company in several oil and gas asset dispositions.
- Introduced institutional provider of funding for major products pipeline development.
- Arranged several institutional debt fundings for domestic oil and gas companies.
- Principal in purchase and onward sale of working interests in several Gulf Coast oil properties.
- Advisor to U.K. company in acquisition negotiations and bid for North Sea oil and gas properties.
- Manager of and principal in a joint venture company providing advanced 3D seismic interpretation for U.S. onshore and offshore exploration and development prospects.
- Advisor in several private energy-related transactions, including negotiations relating to the farm-out of international offshore interests.
- Advisor to privately-owned US oil company in major acquisition of Gulf Coast oil and gas properties. Wood Roberts instigated the transaction.

Contact information

If you would like further information about Wood Roberts and the services we can provide, or wish to submit information on your company, please contact us by any of the following methods:

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- Wood Roberts does not provide legal or tax advice. John Ogden is qualified as a Barrister-at-Law in England but does not practice law in any jurisdiction. Wood Roberts will review, analyze and comment on all matters, including legal and tax, that may affect the advice provided by Wood Roberts and will, if so requested, discuss such matters with the client's legal and tax advisors. Each client is required to retain its own legal counsel and accountant to advise it on all legal and tax matters.
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