

# SUCCESS

## M&A risk control

pilko

Discovering value, generating success for energy and chemicals asset buyers and sellers.



TRANSACTION  
VALUE  
CREATION



8IGHT  
DRIVERS®  
METHODOLOGY



RISK  
GUARD  
STRATEGY

### Right Intelligence. Right Insight. Right Result.

When you're ready to sell or buy, it's important to understand the deal issues, technical assumptions, and risks and uncertainties to maximize value. You need Pilko's REMOTE SENSING® capability and results.

Pilko & Associates is the industry leading operational and environmental, health, and safety risk advisory firm—in over 50 countries and \$600 billion in M&A deal value.

*Advisory services and REMOTE SENSING due diligence tools and methods for buyers and sellers in the energy and chemical industry.*



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# MAXIMIZING VALUE



EXPERIENCE YOU CAN TRUST. INTELLIGENCE YOU CAN USE.



## TRANSACTION VALUE CREATION

Traditional advisory organizations deliver technical reports. Pilko goes beyond the technical details to discover the underlying story and risk.

Transaction Value Creation is a full spectrum deal advisory service for corporate officers and boards in the energy and chemicals industry. You'll understand deal issues, have a clear

view of technical assessments, and any risks or uncertainties, All compiled and delivered into dealmaker's terms to ensure successful mergers, acquisitions, joint venture formations and/or divestitures.

## BUYSIDE ADVISORY. GET WHAT YOU'RE PAYING FOR.

Experience shows that buyers create value by identifying operational and EHS issues early and negotiate knowledgeably and effectively. Operational and EHS issues are a strategic tool for advantage, creating value and protecting against risks and liabilities.

The combination of the Transaction Value Creation and Remote Sensing provides buyers a competitive advantage from inception of the deal, through and beyond closing, to support transition, and integration planning and execution.

## SELLSIDE ADVISORY. PRESERVING AND GROWING VALUE.

Clients come to Pilko & Associates to divest at optimum value. Anticipate buyer's concerns and operational risk and EHS issues estimates. Frame risk and value in easy-to-understand terms creating value through reduced uncertainty a realistic perspective.

Avoid "defensive" negotiating late in the deal process that erodes value. Use Transaction Value Creation and Remote Sensing to capture the greatest value possible.

## ABOUT PILKO & ASSOCIATES

Pilko & Associates provides industry-focused advisory services in three core areas—Transactions, Operational Excellence and Governance & Assurance—to enhance value for our clients and their stakeholders in the chemical and energy sectors. We deliver innovative solutions for publicly and privately-held companies, helping them to identify, understand and manage their Operational Risk and Environmental, Health & Safety needs. For more information, visit [www.pilko.com](http://www.pilko.com).

## REMOTE SENSING®

Our clients agree that this is the single best tool for controlling M&A risk.

### REMOTE SENSING:

- Transform data
- Gather intelligence
- Neutral analysis
- Have needed insight
- Improve decisions

### BENEFITS:

- See fatal flaws and deal breakers
- Create risk-weighted short lists
- Understand "license to operate" issues fast
- Quantify risks and liabilities
- Generate negotiating leverage
- Plan next step due diligence items

**KNOWLEDGE  
IS  
CONTROL.**

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