The Landman’s VALUE to the E&P Industry

“LAND is the basis of all WEALTH”

presented by:

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State of the Industry Today

- Outlook for growth in industry
- Commodity prices
- Competition for people & plays – and impact on landmen
- Increased role of NOC’s in traditional domestic plays – offshore GOM
Skill Set Required for Today’s Landman

- Law
- Administration
- Risk Management
- Operations Drilling/Field
- Engineering
- Geology / Geophysics
- Marketing
- Tax
- Accounting

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Creating Value

- Add value to company through relationship building
- You are face of your company
Capturing Opportunity

IMMEDIATE “PROSPECT CAPTURE”

PROMOTED DEALS

Vrede, Pathfinder, Cheyenne (Shell)
Coronado (Unocal)
Big Foot (ENI)

ACREAGE RICH PARTNER

(Land Cost Reimbursement, Work Program, Acreage Exchanges in GOM or Other Basins)

S. Auger Prospects, K2 Down Dip (BP)
Western Gulf (Chevron)
Chevron Four Well Package

LEASE SALES

(Seismic and/or Bid Partnerships)

Knotty Head (Bid Partners)
Genghis Khan (100%)
WGOM Leads (BP)
Deimos, etc. (100%)

LONG TERM PROGRAM – FUTURE LEASE SALES

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Landmen Are Optimists

“A pessimist sees the difficulty in every opportunity; an optimist sees the opportunity in every difficulty.”

– Winston Churchill –
Industry Trends

Landmen continue to improve and change skill sets due to the industry trends

Cash Rich Environment

Unconventional Resource and Growth Plays Around the World

Improve Focus on Managing Assets

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Anadarko Land Strategy Today

- Execute a land strategy designed to provide:
  - Early aggressive oil and gas asset acquisitions
  - Asset management throughout life cycle
  - Optimize company value
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Q&A

Anadarko Petroleum Corporation

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