

Mark Guenther Oberstoetter

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SUMMARY

- Experienced and results-oriented leader and analyst with over 12 years of experience covering the energy industry. Highly proficient skills in financial modeling, economic analysis, writing and presentation with experience in strategic consulting support, fiscal system analysis, and data collection and interpretation
- Knowledgeable across the North American energy market with a track record of contributing thought-leading and integrated insight

EXPERIENCE

Director, Wood Mackenzie - Upstream Research, March 2017 – Present
Head of Americas (non-L48).

I manage our teams of analysts covering Canada & Alaska, US Gulf of Mexico and Latin America. We have offices across Calgary, Houston, Mexico City, Rio de Janeiro and Buenos Aires and these teams account for annual subscription revenues of over US\$35 million. Our coverage spans all upstream resource themes with specialities on asset valuations, supply forecasts and emissions benchmarking.

Lead Analyst, Wood Mackenzie - Upstream Research, July 2009 – March 2017

(Hired as Band Five analyst, Band Four effective Jan 2012, Manager effective Dec 2013)

- Worked on the Deepwater Gulf of Mexico team from July 2009 to October 2010 during which I set up coverage of the Gulf of Mexico shelf, updated Deepwater field analyses, tracked rig markets and contributed to numerous reports following the Macondo spill
- Moved to the Canada & Alaska team in October 2010 where I have become the internal expert on oil sands projects and players, market access constraints, Newfoundland offshore developments and regional tight oil analysis
- From January 2012 through June 2013, I led the coordination of the Houston office's weekly knowledge sharing sessions with average attendance exceeding 30 people each week
- Responsible for numerous product enhancements and have actively trained newer hires
- Liaised and built research relationships to gather information on development programmes and industry trends while closely supporting with our global client base
- Authored over sixty topical and thought-provoking insight reports which have led to press coverage in the Wall Street Journal, Financial Times and other publications
- Presented at both internal and external forums to large and senior-level audiences
- Provided regional expertise to clients and internal teams including Corporate Service, Unconventional Play Service, Exploration Service, Macro Oils, Downstream, North America Gas Service, Upstream and Downstream Consultancy, and others
- Supported numerous consulting engagements spanning from formulating country entry strategies, company benchmarking, asset valuation and advising governments on fiscal terms

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Auditor, KPMG – Dallas Office, January 2008 - March 2008

- Worked on three audit teams spanning three different industry groups including energy and petrochemicals for the Gulf Coast region
- Executed numerous special projects on key audit issues while delivering on time-constrained annual review schedules
- Travelled to client's sites to conduct both substantive and control testwork which required detailed knowledge of accounting topics

Analyst Intern, Sanders Morris Harris Investment Bank - Houston, June 2007 - August 2007

- Participated in a multitude of equity, debt and M&A deals with particular focus on the domestic upstream, energy services and international downstream clients
- Helped construct the SMH MLP Fund and advised internal team on structuring and initial placements
- Created models, information memorandums and numerous pitches for Managing Directors and Vice President

Analyst Intern, Kenmont Capital Partners, L.P – Houston, May 2006 - August 2006

- Performed company research and assisted with the placing and trading of investment decisions for \$100+ million fund
- Created Excel models and generated detailed industry analysis including reports on special-purpose acquisition companies, airlines, ethanol and dry bulk shipping
- Presented bank debt deals and equity opportunities to investment team for consideration

EDUCATION

Certified Public Accountant qualification, completed all necessary educational requirements and passed all four exams, March 2010

Master of Science - Finance, Texas A&M University – College Station, May 2009

Graduate GPR of 3.50, only member of my class to complete five-year programme in four years

Bachelor of Business Administration - Accounting, Texas A&M University – College Station, December 2008

Undergraduate GPR of 3.57, GMAT score of 680, SAT score of 1680 (perfect 800 on math)

Harvard's Experienced Leader Program – completed all courses and requirements in 2019 supported by Verisk

COMPUTER EXPERTISE

- Proficient in Word, PowerPoint, Advanced Excel, AWS, Power Bi, Access, Teams, Salesforce, geoSCOUT, Thomson DataStream, Capital IQ, MergerMarket, XI Asset Suite, and Herolds
- Certification in DealMaven Applied Financial Modeling Level 1 - 2007