

# Riviera Energy Corp. expects strong year

By Gary Clouser, Contributing Editor

**Riviera Energy Corp.**, a transactional advisory firm for the oil and natural gas industry, expects to finish up with a strong 2008, its 11th year of operations. At press time, it had listings exceeding \$100 million and it anticipates having a strong set of listings for the fourth quarter.

In fact, Jeffrey P. Longbotham, president and chief executive officer of the Midland-based firm, says fourth-quarter 2008 listings may rise such that it will be the strongest quarter for A&D transactions seen in the past four or five years.

"Many companies are considering selling now due to several reasons—the first being high commodity prices, and the second, changes to come in the White House. Many people feel a possible windfall profit tax and expected changes in long-term capital gains [tax treatment] make it a great time to divest and monetize assets," he explains.

As expected, 2008 has already proven to be a very active year for Riviera and other companies involved in the A&D market. Record commodity prices have prompted some sellers to divest to take advantage of the high prices and the current long-term capital gains tax laws, while buyers, also prompted by record prices, are aggressively acquiring and exploiting new and additional reserves.

Longbotham says much of the recent interest not only has to do with high oil and gas prices, but also the advanced technology that is enhancing many older fields and streamlining frac and completion techniques. This had made asset packages in tight-gas and shale plays particularly attractive.

Longbotham says Riviera knows when independent E&P companies look to sell assets of \$1 million to \$200 million, they can't drop everything to focus on the sale, as those E&P companies still have a business to run. That is where Riviera steps in, by providing quality, third-party intermediary personal service to complete a successful property divestiture.

The objective is to pair buyers and sellers to find the best matches for each side. "Strategies, funding and timing are what make each buyer's criteria different,"



**Jeffrey P. Longbotham,**  
Riviera Energy Corp.

with an extensive knowledge of finance, and the deal is as good as closed, he says.

"For the buyer, we look to find properties that specifically feed its company strategy. For the seller, we offer experienced personal service through the packaging and negotiating process. We have to work with both sides very effectively and efficiently," Longbotham says.

The company has a team of geologists, engineers and technicians that combined have more than 100 years of A&D ex-

perience. Longbotham says. "When you combine our clear, concise and informative packaging, and proficient use of technologies, with our extensive qualified buyers network, you have a strategic partner that is ready to assist you in finding buyers for your properties."

Riviera provides packaging, marketing and negotiating services, as well as engineering and geological knowledge to evaluate the properties. Combine these services

with an extensive knowledge of finance, and the deal is as good as closed, he says.

The company celebrated its 10th anniversary in 2007, and anticipates reaching a milestone later this year when Riviera and staff's combined transactions since the company was founded will exceed \$1 billion.

"Riviera has grown from a two-man shop to a strong company with a full-time/contract staff of over 10. I attribute our continued successful growth to quality work, consistency, good business ethics and a lot of determination to be successful," Longbotham says. "Our reputation is what keeps business coming our direction and places us above other A&D firms of similar size."

With a West Texas base, the Riviera team has strong experience in the Permian Basin, having closed millions of dollars in transactions from that region since the company's inception. However, the company is not limited to West Texas. Along with all of Texas, Riviera handles transactions in Colorado, Louisiana, New Mexico, Oklahoma and Wyoming. ●



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*If you have properties to sell or would like to learn more about what Riviera can do for you, contact Jeffrey P. Longbotham, President/CEO.*