About Quantum

 ► Founded in 1998, Quantum currently has approximately $6.5 billion in assets under management (“AUM”)

 ► Fund V: $2.5 billion

 ► Seeking opportunities in upstream, power, midstream and oilfield services

 ► Targeting investments with enterprise values from $200 million to $2 billion

 ► Entities:

 QUANTUM ENERGY PARTNERS
 QUANTUM UTILITY GENERATION
 Quantum Resources Management, LLC
About Quantum – Selected Portfolio Companies


► Ceritas Energy II – Midstream. Focused in Marcellus. JV with Reliance

► Chalker Energy Partners III – Upstream. Focused on the Ark-La-Tex, Panhandle and Ft. Worth Basins and along the Texas Gulf Coast.

About Quantum – Selected Portfolio Companies

► Native American Resource Partners – Investment vehicle formed to promote energy-focused commercial activity on tribal reservation lands

► Quantum Utility Generation – Operating platform focused on power projects in North America.

► Ute Energy – Upstream Co formed by Quantum and the Ute Indian Tribe. Uinta basin focus.

► Vantage Energy – Upstream. Denver-based. Focused on unconventional oil and gas properties in the United States and Canada
Navigating the Process

What we look for...

- A CEO and team we like, trust and admire
- A proven track record
- Complete functional team with prior experience working together
- Respect for capital
- Proven ability to allocate capital effectively
Navigating the Process

What you should look for...

- More than just capital
- An engaged partner – commercial, technical and financial acumen
- A firm that will stay the course through commodity cycles
- Examples of successful entrepreneurs who have re-upped with that PE firm after a successful exit
Navigating the Process

► Other key questions...

- How “fully baked” should your business plan and team be before approaching a private equity firm?
- How many firms should you talk to?
- How much capital should you raise?
- Will your sponsor back competing enterprises?
- Do I need to have my first acquisition in hand?
Outlook for 2012

► Select PE monetizations will continue
► PE still looking for entry points/land positions in key emerging unconventional plays
► PE fund raising active and gaining momentum
► Continuing debate on nat gas and how to play it...is now the time to buy?
Thoughts on Natural Gas

Source: Goldman Sachs Research
Thoughts on Natural Gas

► Maximum Achievable Control Technology Rule (MACT) and Cross State Air Pollution Rule (CSAPR) are projected to cause a meaningful increase in gas-fired power demand

Source: Goldman Sachs Research