Mineral & Royalty Valuation and Advisory Services
Mercer Capital provides Mineral & Royalty owners and related entities with valuation and financial advisory services related to:

- Asset Valuation
- Transaction Advisory
- Tax Valuation Issues
- Litigation Support
- Entity Valuation
- Financial Reporting

We have deep industry knowledge drawn from decades of experience in valuation and transactional assistance for minerals, royalties and ORRI’s in 14 states and approaching 100 counties across the U.S. We have experience through commodity cycles and their corresponding impacts. This thought leadership allows us to:

- Serve clients at the highest level
- Have our opinions consistently upheld
- Speak frequently at industry conferences and other events
- Write regularly on oil & gas issues. The leader of our Energy team is a Contributing Editor to Forbes.com.

We are recognized as a leading independent advisor

✓ Tested by Authorities • Trusted by Clients
There are Two Types of Experts

**Industry**
- Long-time analysts and observers of the royalty and mineral sub-space
- Understand industry concepts and terminology
- Write/speak about industry trends
- Transaction experience
- Regularly provide advisory services to mineral & royalty holders (Individuals / Private Equity / Partnerships / LLCs)
- See the market as typical acquirers and divestors of assets, entities and interests in the oil and gas industry

**Valuation**
- Appropriate training and professional designations
- Understand valuation standards and concepts
- See the market as hypothetical buyers and sellers
- Regularly value minority interests
- Advise on buy-sell agreements
- Defend work in litigated matters
- Handle recurring tax and/or valuation work for other clients
You Need Both

We Are Industry Specialists

We are a valuation firm that is organized according to industry specialization

Our energy team has extensive specialty mineral & royalty background, experience, and training

We have widespread experience with mineral and royalty entities, ORRi’s, acreage, and leases during all phases of commodity price cycles

We write and speak regularly on industry topics through multiple respected industry channels including Forbes.com & Hart Energy

We Are Valuation Specialists

We regularly provide valuations and other third-party opinions for a variety of purposes

We also speak, write and train other professionals within the valuation, accounting, and legal communities

Since our founding in 1982, Mercer Capital has provided expert valuation opinions to over 15,000 clients throughout the U.S. and on six continents

We have had our opinions upheld by numerous court jurisdictions and regulatory bodies such as the IRS & PCAOB

We are active in leadership roles throughout the valuation profession
Experience across 14 states and approaching 100 counties in U.S.

*International experience in South America
Representative Recent Experience

**Loving County**
**Gift Tax Reporting**
Provided valuation of royalty interests held across four counties in the Delaware Basin

**Lea County**
**Sell-Side Services**
Evaluated $1+ million offer from prospective buyer for Delaware Basin royalty rights

**Gaines County**
**Sell-Side Services**
Provided valuation and sell-side advisory services for secondary recovery conventional royalties

**Weld & Morgan County**
**Litigation Support Services**
Provided valuation services of producing and non-producing royalties in the DJ Basin

**Green County**
**Estate Tax Reporting**
Provided valuation of multimillion-dollar dry gas royalty rights in the Marcellus Shale

**Various Counties in Alabama**
**Charitable Tax Reporting**
Provided valuation of undeveloped gas royalties in the Black Warrior Basin

**McMullen County**
**Strategic Planning**
Provided valuation of $25+ million in royalty and additional lease rights in oil, wet gas, and dry gas windows of Eagle Ford Shale

**Various Counties in North Texas**
**Gift Tax Reporting**
Valued developed and undeveloped royalty rights across multiple counties in the Barnett Shale
Clients & Capabilities

Who We Serve
- Publicly/Privately Held Mineral & Royalty Entities
- Private Equity Firms
- Individuals, Families, and Family Offices
- Accounting Firms
- Law Firms
- Wealth Management Firms

Services
- Corporate Valuation
  (Buy-Sell, ESOP, Equity Compensation, Enterprise Value)
- Transaction Advisory
  (Fairness and Restructuring Opinions, Due Diligence, M&A Advisory)
- Financial Reporting
  (Purchase Allocation, Portfolio Valuation, Impairment Testing, Equity Comp.)

Solutions
- Services Across Regulatory Spectrum
  - Treasury Reg. 1.611-2
  - ASC 932; ASC 805; ASC 820; ASC 360
  - Ad Valorem Tax Valuations
  - Fair Value Statutes in Judicial Matters
  - Bankruptcy and Reorganizational Statutes
- Sophisticated Strategic & Advisory Capabilities
  - Acquisition Due Diligence
  - Lease, ownership, and related due diligence
  - Production Metrics and Acreage Values

- Litigation Support
  (Royalty Disputes, Damages & Lost Profits, Tax, Family Law)
- Asset Valuation
  (Royalty & Working Interests, Undeveloped, Acreage, JVs)
- Tax Valuation Issues
  (Gift & Estate, Ad Valorem, Income Tax, Capital Gains, Reorganization / Recapitalization)
Industry & Professional Leadership

Mercer Capital’s *Energy Valuation Insights* is a weekly blog covering valuation issues in the Energy Industry.

Bryce Erickson is a Contributing Editor to Forbes.com writing about oil and gas valuation and economic issues.

Our opinions have been reviewed and accepted by:
- State and Federal Courts
- Internal Revenue Service

Experience in 14 states and approaching 100 counties across domestic oil and gas basins. Have international experience including South America.

Our Energy Team members have been sought for commentary and insight by various publications.

Teachers and trainers for CLE and CPE approved courses.

Speak frequently on oil and gas issues to industry and professional service audiences.

Trusted by:
- Clients
- Boards of Directors
- Legal Community
- Accounting Firms
- Wealth Management Firms
Mercer Capital’s Energy Team

Bryce Erickson, ASA, MRICS  
Senior Vice President  
ericksonb@mercercapital.com  
214.468.8411

Donald Erickson, ASA  
Managing Director  
ericksnd@mercercapital.com  
214.468.8404

J. David Smith, ASA, CFA  
Senior Vice President  
smithd@mercercapital.com  
832.432.1011

Alex M. Barry, CFA  
Vice President  
barrya@mercercapital.com  
469.904.6714

J. Michael Sousoulas, CPA  
Senior Financial Analyst  
sousoulasm@mercercapital.com  
901.322.9746

Jake M. Stacy  
Financial Analyst  
stacyj@mercercapital.com  
469.904.6718

Mineral & Royalty Valuation and Advisory Services  
Mercer Capital // www.mercercapital.com
About Mercer Capital

We offer a broad range of services, including corporate valuation, financial institution valuation, family business advisory services, financial reporting valuation, gift and estate tax valuation, M&A advisory, fairness opinions, ESOP and ERISA valuation services, and litigation and expert testimony consulting.

We have provided thousands of valuation opinions for corporations of all sizes in a wide variety of industries. Our valuation opinions are well-reasoned and thoroughly documented, providing critical support for any potential engagement.

Our work has been reviewed and accepted by the major agencies of the federal government charged with regulating business transactions, as well as the largest accounting and law firms in the nation in connection with engagements involving their clients.

For over 35 years, Mercer Capital has been bringing uncommon professionalism, intellectual rigor, technical expertise, and superior client service to a broad range of public and private companies and financial institutions located throughout the world. Feel confident in our experience and expertise.
Mercer Capital’s Core Services

Valuation & Financial Opinions
- Litigation-Related Expert Witness Opinions
- Succession & Shareholder Planning
- Valuations for Corporate Tax Planning
- Valuations for Gift & Estate Tax Planning
- Fairness Opinions
- ESOP & ERISA Advisory Services
- Bankruptcy-Related Valuation Services
- Valuations for Buy-Sell Agreements

Financial Reporting Valuation Services
- Purchase Price Allocation Services
- Impairment Testing Services
- Portfolio Valuation Services
- Equity-Based Compensation Valuation

Family Business Advisory Services
- Customized Board Advisory Services
- Management Consulting
- Independent Valuation Opinions
- Transaction Advisory Services
- Confidential Shareholder Surveys
- Benchmarking/Business Intelligence
- Shareholder Engagement
- Shareholder Communication Support

Transaction Advisory Services
- M&A and Investment Banking Services
- Bankruptcy/Restructuring Advisory
- Fairness Opinions
- Solvency Opinions
- Quality of Earnings

Litigation Support Services
- Business Damages & Lost Profits
- Corporate Restructuring & Dissolution
- Statutory Fair Value
- Valuation, Labor & Contract Disputes
- Family Law & Divorce
- Tax-Related Controversies
- Initial Consultation & Analysis
- Testimony & Trial Support