

Name: Kristoffer Gjerland  
 Education: Master of Science (Siviløkonom), NHH, Norway  
 CEMS Master in International Management, NHH & University of Cologne, Germany

---

### Occupational history

2013 - Melberg Partners AS, Norway  
 2007 - 2013 Statoil ASA, Norway  
 2005 - 2006 ExxonMobil Corp (Downstream), Czech Republic

---

### Relevant experience

MELBERG PARTNERS AS, Norway, 2013 - Present

- **Business Development**
  - Business development advisor for major E&P acquisition and divestment projects
  - Economic evaluation/screening of numerous A&D packages for clients
  - Exploration farm-in and farm-out projects
- **Economics**
  - Asset valuation and economics
  - Development of various economic models
  - Reserve reporting
  - Various industry and company analyses and reports
  - Advisory regarding economic modelling, portfolio analysis, taxation, financing as well as impairment assessments for oil and gas companies
- **Developments**
  - Analyst for several offshore E&P developments
  - Concept selection analysis and development optimisation
  - Participation in licenses committees

STATOIL ASA, Stavanger, 2007 - 2013

- **Business development**
  - Commercial Lead in large, global BD projects and early phase screenings with a focus on Unconventionals
  - Spent 6 months in Statoil's Houston office assisting on asset valuation, purchase price allocation and closing of Statoil's acquisition of Brigham Exploration (USD 4,4 bn, Bakken shale)
  - Asset analyst for the US onshore organisation in Houston
- **E&P Project development & execution (Gudrun field)**
  - Interface and Planning lead in site team at Aker (Kværner) Verdal during construction of Jacket.
  - Follow-up of cost, progress and variation orders related to various EPC contracts
  - Lead Planner for the Gudrun platform project
  - Assisting Gudrun management team in following up and ensuring quality in DG3/PDO deliveries
- **Finance & Controlling**
  - Commercial analyst in exploration and development projects.
  - Portfolio prioritisations and strategic projects
  - Cost controller for a portfolio of exploration licenses in Exploration Norway.

EXXONMOBIL CORP (Downstream), Prague, 2005-2006

- Follow up lubricant orders throughout the value chain, incl. assessing refinery availability, logistics and invoicing
  - Front office position responsible for a portfolio of large, Norwegian industrial clients
- 

### Academic background / courses

Master of Science (Siviløkonom) – NHH, Bergen, 2002 - 2007

- Major in Financial analysis
- Dissertation: Private equity on the rise in Norway : The effects of active ownership on post-buyout performance

CEMS Master in International Management, NHH and University of Cologne, 2006-2007

- Subjects studied: Finance, strategy and project management
- Business project with Henkel AG, Düsseldorf, Germany

Passed level 1, CFA (Chartered Financial Analyst)

Miscellaneous courses in investment analysis, statistics, risk management and negotiations.