



RESUME

Name: Eirik Fjellså Hærem
Education: Master, Economics, University of Bergen

Occupational history

2019 - Melberg Partners a.s, Norway
2016 - 2019 Reverse Engineering Services Ltd, Norway/Global
2018 - 2019 INEOS Oil & Gas, Norway
2015 - 2016 DONG Energy, Norway
2012 - 2015 Explora Petroleum, Norway
2011 - 2012 Pareto Securities, Norway
2009 - 2011 Argentum Private Equity, Norway
2006 - 2007 Bank of America, London, UK

Relevant experience

MELBERG PARTNERS AS, Norway, 2019 - Present

- **E&P advisory including economic analysis, business development, commercial analysis and negotiations**
- **Corporate financial services and strategic advice**
- **Ventures and start-up advisory**

REVERSE ENGINEERING SERVICES LTD, Norway/Global, 2016 - 2019

- **Business Development Manager**
 - Reverse Engineering Services Ltd is a globally recognised specialist decommissioning consultancy
 - Multi-discipline position, with a range of responsibilities depending on project requirements for clients worldwide
 - Key focus on financial analysis, strategic planning, sales & tendering activities, risk assessments, liability management and project management
 - Working remotely from Stavanger, Norway combined with frequent travelling to client offices globally

INEOS OIL & GAS, Norway, 2018 - 2019

- **Financial Analyst Consultant**
 - Financial and economic analysis, asset valuations, license round applications, farm-ins and mergers & acquisition evaluations, and financial reporting
 - Commercial analysis and support for commercial negotiations
 - Development of decision-making material for management and board of directors
 - Work on project basis in parallel with role for Reverse Engineering Services Ltd

DONG ENERGY, Norway, 2015 - 2016

- **Financial Analyst Consultant**
 - Financial and economic analysis, asset valuations, impairment testing and financial reporting
 - Commercial analysis and support for commercial negotiations

EXPLORA PETROLEUM, Norway, 2012 - 2015

- **Business Analyst**
 - Focusing on building Explora's exploration portfolio in Norway through licensing rounds and farm-ins
 - Representing the company in commercial negotiations
 - Participating at Commercial Manager and Business Development Manager forums
 - Cross-discipline position interacting with management, geoscientists and cost estimators
 - Involved in strategy development, acquisitions, business planning, valuations, market analysis, risk assessments, board decision papers and license transactions
 - Coordinating & quality checking technical input for asset evaluations, area solutions and new technologies
 - Frequent interaction with largest owner, Private Equity fund Warburg Pincus
 - Deeply involved in company sales process with advisor ABG Sundal Collier, which led to sale of the company to North Energy in end of 2015

PARETO SECURITIES, Norway, 2011 - 2012

- **Sales Analyst**

- Equities and high yield bond sales, focusing on international institutional clients mainly within oil & gas, offshore and shipping.

ARGENTUM PRIVATE EQUITY, Norway, 2009-2011

- **Investment Associate**

- Evaluation of investment opportunities in new and existing private equity funds, including valuations and financial modelling
- Analysing market developments, technical industry solutions and peer group performance
- Meeting with private equity fund managers and other investors
- Preparation of presentations for both external and internal use

ABG SUNDAL COLLIER, Norway, 2008

- **Intern Analyst**

- Summer internship at the Equity Research department, focusing on oil & gas and aquaculture industries

BANK OF AMERICA, London, UK, 2006-2007

- **Equity Structured Products**

- Developing, structuring and selling equity derivative products to institutional clients in Europe

UNIVERSITY OF BERGEN, Norway, 2004-2009

- **Head of Professor Assistants**

- Hiring and leading a team of 17 Professor Assistants at the Department of Economics
- 70% position in parallel with writing my Master Thesis

- **Professor Assistant**

- Teaching economics and mathematics, and assisting other students with their assignments

Academic background / courses

- Leadership & Management, Executive MBA Course, University of Stavanger, 2015
- Risk Analysis, Prospect Evaluation & Exploration Economics Course, Rose & Associates, Houston, 2014
- Authorization Course, Norwegian Securities Dealer Association, 2011
- Advanced Valuation & Modelling Course, Redcliffe Training Associates, London, 2010
- Master, Economics - University of Bergen/NTNU, 2003 - 2009