EfficientMarkets

THE EVOLUTION OF ENERGYNET

AUGUST 2024

NATIONAL ASSOCIATION OF STATE TRUST LANDS

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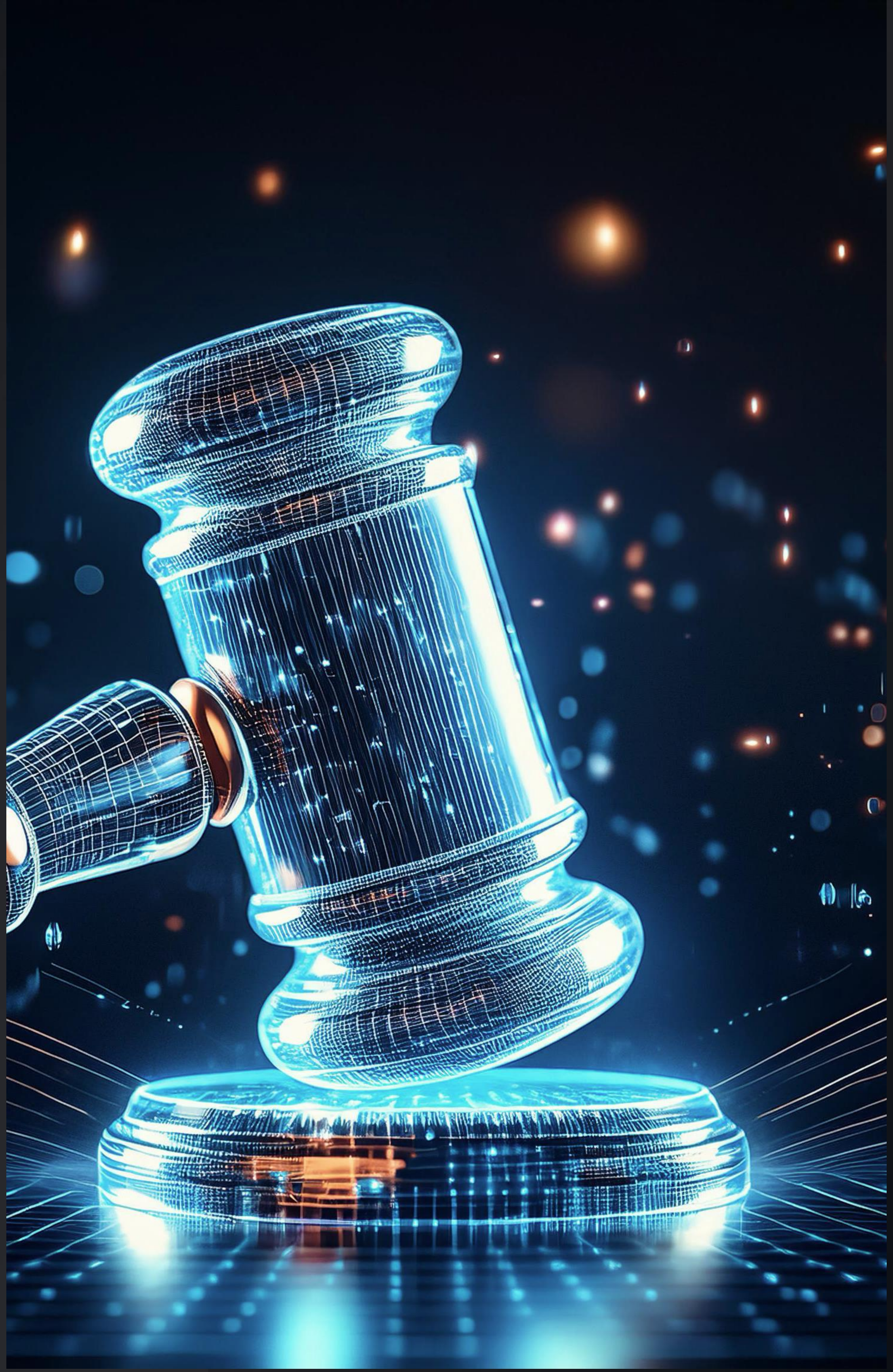
ENERGYNET'S ORIGIN STORY

Founded in 1999 to modernize and streamline transactions for oil and gas assets.

Over time, the platform became known for conducting reliable and efficient online auctions, managing numerous transactions, and building a strong reputation in the industry.

As the company expanded, it began facilitating high-value negotiated sales, with transaction sizes ranging from $20 million to $250 million.

The platform attracted over 48,000 registered investors and, in 2010, began providing services to government agencies.



GOVERNMENT RESOURCES

Built from the ground up to serve the unique needs of government agencies.

By 2010, EnergyNet had become the leading platform for oil and gas acquisitions and divestitures. Expanding into public oil and gas lease sales for government agencies was the next logical step.

However, the complexity of agency-specific regulations, often prohibiting third-party vendors, posed significant challenges. This required us to develop customized solutions to meet their unique needs.

2010

The Government Resources team is created to pursue state and federal public offerings.

2018

Over $1 billion in revenue is generated for state and federal agencies in a single calendar year.

In 2018, the journey of becoming a commodity-agnostic marketplace begins.

After seven years of successful oil and gas lease sales for government agencies, our review of the research and outreach processes revealed that our methods were adaptable to any commodity.

By 2020, we expanded our offerings to include auctions for hard minerals, geothermal energy, and signed our first real estate contract.

2020

First real estate contracts with a government agency is signed.

2024

Surpassed **$500MM** in real estate, renewables, and mining revenues generated for our government clients.

COMMODITY AGNOSTIC

Our proven marketing and outreach processes drive success across all commodity offerings, utilizing various sale modalities including live auctions, sealed bids, negotiated sales, and requests for proposals.

Commodities

Sold over 30 commodity types

Territories

Serving lower 48 and Alaska

Sales Amounts

Government Resources have sold billions since 2018

Buyers

3,000+ new buyers are attracted yearly

COMING SEPTEMBER 2024

Government Resources will evolve into a stand-alone entity, supercharged by the combined strength of the Efficient Markets brands.

EfficientMarkets

Government Resources

EnergyNet

IndigoEnergy Advisors

RenovaNexa

VeroLands

BRAND DESCRIPTION		BENEFIT TO NASTL MEMBERS
Serving federal, state, and local governments with auctions, sealed bid offerings, and RFPs.	Government Resources	Trusted for 13 years to help reduce administrative burden and increase revenue to beneficiaries.
Focused on oil and gas auctions and sealed bid transactions, as a trusted industry leader.	EnergyNet	5,000+ transactions closed yearly, amplifying the number of investors reviewing government offerings.
Industry experts facilitating negotiated sales of complex and high-value oil and gas assets.	IndigoEnergy Advisors	Provides access to the most prominent oil and gas producers globally.
Connecting capital and investors to sustainable energy development projects.	RenovaNexa	Generates direct connections to renewable energy investors and developers.
Exposes surface real estate acquisition opportunities to ideal buyers and investors.	VeroLands	Connecting nationwide, regional, and local land investors, developers, and conservation groups.

QUESTIONS?

CONTACT US

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THANK YOU