#### Gran Tierra

Strategic Resource Allocation



Solid Business Consulting

Rui Wang Stefanie Cao Parisa Keikhosravani Tantan Xie

TheCaseSolutions.com

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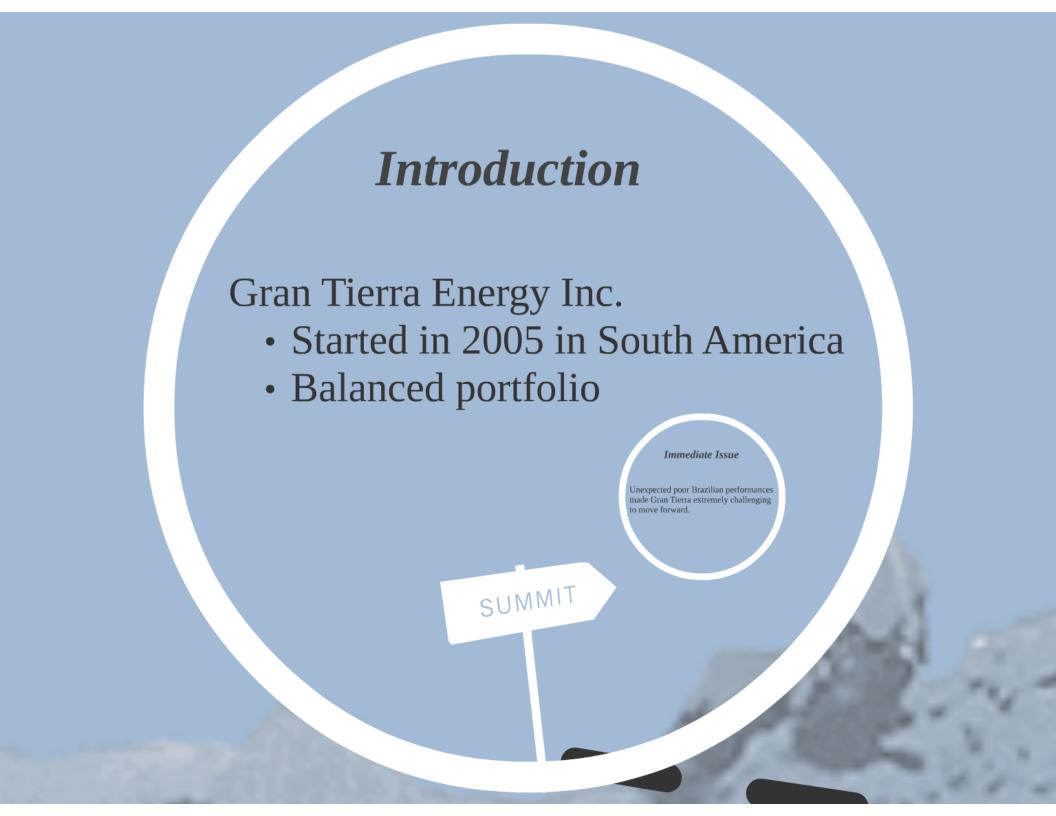
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### **Immediate Issue**

Unexpected poor Brazilian performances made Gran Tierra extremely challenging to move forward.

# External analysis

# Industry trends

#### **Key Trends:**

- · Technology improvements
- · Growing power of NOCs
- Hard access to available fields due to increasing competition
- Restricted conditions on oil and gas exploration and production activities

## Industry success factors

#### **Key Success Factors:**

- · Long-term approach to investments
- Cost efficiency
- · Reserve replacements
- Relationship with firms with complementary resources
- Qualified personnel