

# Gran Tierra

Strategic Resource Allocation



Solid Business Consulting

Rui Wang  
Stefanie Cao  
Parisa Keikhosravani  
Tantan Xie

TheCaseSolutions.com

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## Strategic Resource Allocation



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# *Introduction*

Gran Tierra Energy Inc.

- Started in 2005 in South America
- Balanced portfolio

## *Immediate Issue*

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

SUMMIT

## *Immediate Issue*

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

# *External analysis*

```
graph TD; A[External analysis] --> B[Industry trends]; A --> C[Industry success factors];
```

## • 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