

Specialist investors in oil and gas services

We are a specialist investment team that creates value by providing capital, industry insight and commercialisation competence to technology-driven companies targeting growth markets in the global upstream oil and gas services sector.

Epi-V is an independent fund launched in 2007 by a team with a combined 120 years of oil and gas services, private equity industry and commercial operations experience.

Our Partners provide a high degree of strategic challenge to identify market opportunities, align technical innovations to market needs and implement the commercialisation and marketing strategy to drive sales.

About LDC

LDC (Lloyds Development Capital) is Epi-V's cornerstone institutional backer. The private equity house committed £50million to the fund in 2007 and extended their funding to support further Epi-V investments in 2009.

LDC is committed to Epi-V in the long term. We are a key conduit into the oil and gas services market and provide LDC with intelligence and expertise to confidently deploy investment funds.

Investment focus

We're passionately committed to commercialising innovative technologies capable of enabling producers to cost-effectively:

- Exploit reserves in more complex reservoirs
- Operate in deeper offshore waters
- Drill and produce hydrocarbons from unconventional sources such as shale reservoirs
- Extending the life of mature fields

With a deep pool of experience in the upstream oil and gas services sector, we consider a wide range of investment opportunities, including, but not exclusively:

- Technologies which enable multizone fracturing and long horizontal completions
- Products and services which reduce down time and enable drilling efficiencies
- Safety systems for the protection of operations in deepwater environments
- Slimhole drilling technology
- Increased drilling efficiency and safety
- Produced fluids management
- Sand management solutions
- Technologies that enable aging production infrastructure to remain commercially viable
- Realtime modelling of the reservoir dynamics

Investment criteria

Epi-V initially invests £2-10 million of growth capital in UK and international businesses developing technology-based solutions that are designed for applications that will meet the present and future challenges of oil and gas production.

We support a wide variety of ownership structures and have a strong track record of successful investments and realisations in:

- University spin-outs
- Family-run enterprises
- Rapid growth businesses
- Distressed assets
- Stranded technologies
- UK onshore gas exploration and production
- Ground breaking IP
- International growth businesses

Once Epi-V backs a management team we ensure that there is available capital to provide follow-on funding to support commercial development and acquisition opportunities.



Kevin Forbes

Kevin held a variety of roles at Schlumberger focused on operations, marketing and commercialisation of technology application.



Sue Hunter

With a 20 years track record at 3i, Sue has the character and experience needed to head our investment committee.



John Hutchinson

A specialist in structuring private equity transactions, John is also a key source of legal and compliance advice.



Steve Kent

Steve's industry understanding and technical competence helps businesses position their products as key value drivers.



Tallat Mahmood

Tallat ensures our strategies are informed by intelligent analysis of industry and financial data.



Pete Matthews

An expert financial controller, Peter has the rigorous discipline required to manage the requirements of Epi-V.



Dominic McCann

A career at Schlumberger gives Dominic a deep understanding of IP and new technology deployment.



Robert Preston

A strategic marketer, Robert has consistently built sales and shareholder value in the upstream oil and gas services sector.



Glynn Williams

30 years entrepreneurial experience allows Glynn to leverage priceless industry insight and contacts in all investments.



Simon Yeldham

Simon's commercial awareness sees him apply an accountant's thought process in an entrepreneurial environment.

Our team

Our partners form a highly experienced team which is commercially and technically accomplished and has an optimal mix of investment, strategic and operational industrial expertise.

The team has a reputation second to none in both the upstream oil and gas services industry and the lower mid-market private equity community.

Each partner has individual specialisms and strengths which are brought into play within each investment. These include:

- Priceless insight and contacts gained through senior roles in the industry
- The technical competency needed to successfully commercialise new products and services
- An excellent understanding of intellectual property and new technology
- A strategic approach to international marketing
- Strong technical legal, compliance and accountancy skills
- Empathy which only comes from entrepreneurial experience

Investment model

Epi-V provides investment, strategic and operational support to quickly build scale in businesses and make them attractive prospects to potential acquirers.

We use an innovative, scalable value creation methodology which leverages our relevant business growth experience and deep industry insight to:

- Effectively deploy development capital
- Identify opportunities and align technical innovation to market needs
- Commercialise proven technologies and build organisational structure
- Drive industry take-up through effective positioning and marketing
- Create an optimal business structure capable of supporting rapid and sustainable growth

In addition to taking stakes in trading businesses, we also match IP, entrepreneurial teams and funding to provide the operational structure necessary to support the full development, testing, commercialisation and marketing of their new technology.

Our active approach

At the heart of our proven investment model is our active approach which enables management teams to leverage our collective business growth experience and deep industry insight.

Our Partners provide a high degree of strategic challenge and input to:

- Develop and commercialise IP
- Drive international growth
- Position and market products
- Identify high value markets

Our portfolio

Epi-V has a diverse investment portfolio which spans a broad range of industry challenges and technologies. Background information and latest news from our portfolio is available on the Epi-V website.

Epi-V LLP is authorised and regulated by the Financial Services Authority and is registered on the Financial Services Authority's Register (www.fsa.gov.uk/register) with the number 467842.