



Forging Strategic Alliances In Energy: Keys to growing your business when capital markets shut down

Polling questions from the February 18, 2009 Webcast presented by EUCI

Energy executives from around the world and from all sectors gathered to learn more from a panel of their peers about current market conditions and partnering strategies.

To view the webcast recording visit: www.IntraLinks.com/energy-alliances/index.html

POLLING RESPONSES:

- 1. Which change from the Obama administration would make the biggest impact on the energy industry in the next 12 months?**
 - 64% Renewable energy investing
 - 19% Tax credits
 - 5% Exploration limits
 - 5% Don't know/NA
 - 3% Bailout of the finance industry
 - 0% Bailout of the auto industry
- 2. Which of the following activities does your company intend to execute in the next 12 months? (pick any that apply)**
 - 78% Forming strategic partnerships
 - 44% Obtaining financing or raising capital for project
 - 30% Acquisition of an asset
 - 26% Sale of an asset
 - 4% Filing an IPO
- 3. What would be the primary reason for your company to pursue a partnership or alliance?**
 - 29% To offer your clients an expanded suite of products or services
 - 27% To solidify an existing, complementary business relationship
 - 22% To find an alternative to decreased financing available
 - 12% To maintain health of the business or limit potential exposure to bankruptcy
 - 10% Don't know/NA
- 4. Which type of organization would your company most likely pursue for a partnership or alliance in the coming 12 months?**
 - 48% US energy company
 - 27% Don't know/NA
 - 12% US financial investor (bank, hedge fund, private equity firm, etc)
 - 9% Non-U.S. energy company