

Driving strategic impact across the oil & gas value chain



Grant Thornton Bharat LLP delivers strategic clarity, transactional excellence, and operational agility across the Oil & Gas value chain. With deep sector expertise, we enable clients to accelerate growth, strengthen resilience, and lead through change—whether in strategy, capital planning, M&A, or regulatory enablement. We are committed to driving performance in a dynamic energy ecosystem.



Our solutions – personalised, practical, powerful

1

Refineries & petrochemicals

2

Exploration & production (E&P)

3

Natural gas & LNG

4

Bio-fuels

Oil & gas: Delivering integrated advisory solutions to accelerate growth, optimise performance, guide investments, and navigate regulations across the oil & gas value chain.



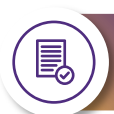
Growth & strategy

- Growth opportunities & diversification
- Go to market strategy
- Corporate strategy & portfolio review
- Business transformation & cost optimization
- Digital tech. enablement



Market intelligence & capital planning

- Market attractiveness & opportunity sizing
- Investment & feasibility analysis
- Feedstock & raw material assessment
- Demand-supply forecasting



Mergers & acquisition

- M&A due-diligence
- End-to-end transaction advisory
- Joint ventures and alliances
- Divestitures & portfolio optimisation
- Fund raise support



Policy and regulatory enablement

- Policy design and evaluation for regulators, governments
- Policy & regulatory assistance for companies
- Commercial contracts analysis for companies

Natural gas



Problem statement

Solution

Difficulty in identifying and prioritizing high-potential markets and customer segments amidst evolving demand dynamics?

We provide granular market intelligence and demand forecasting to identify high-potential customer segments and unlock new revenue streams.

Stagnation in growth due to market saturation and limited diversification pathways?

We help diversify in new markets and form strategic alliances.

Ambiguity in navigating and complying with rapidly evolving regulatory frameworks?

We provide regulatory advisory, including tariff modeling and policy interpretation, to ensure proactive compliance and risk mitigation.



Market entry & strategic tie-ups

Enabling clients to enter new gas markets & form strategic alliances:

- Market insights and demand forecasting
- Identifying leads & anchor customers
- Strategic alliances & JV formation



Policy & regulatory advisory

Helping clients navigate evolving gas sector (such as LNG) dynamics by offering:

- Policy & regulatory studies
- Tariff and regulatory support
- Policy advocacy support

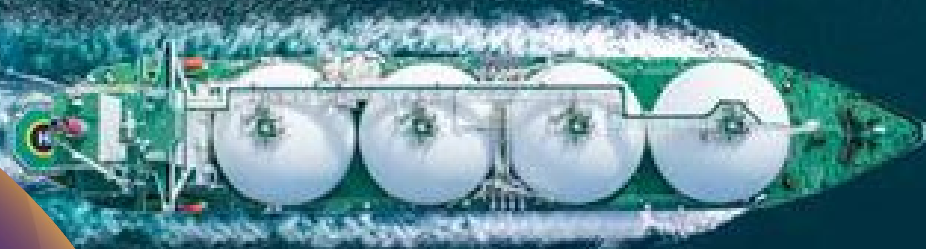


Pipeline & CGD network expansion

Guiding CGD players in rollout, market expansion, and growth strategy execution, through:

- Assessment of gas demand potential
- Project management, viability studies
- Due diligence for acquisitions

LNG



Problem statement

Uncertain about bankability of LNG infrastructure projects?

Underperformance of transactions due to inadequate due diligence and misaligned strategic objectives?

Exposure to supply-side vulnerabilities stemming from unbalanced and sub-optimised LNG portfolios?

Solution

Supporting investment-grade project development through robust market analysis, demand mapping, and commercial feasibility assessments.

Enhancing transactional value realisation via comprehensive due diligence, financial diagnostics, and strategic advisory

Designing resilient LNG portfolios through sourcing optimisation, contractual structuring, and risk-balanced supply strategies



Market & investment analysis

Enabling clients to enter new markets and set-up LNG projects by:

- Demand aggregation models and supply mapping across priority sectors
- Customer tie-ups
- Technical and commercial feasibility assessments



Due diligence & transaction advisory

Supporting clients in strategising investments by

- Commercial, technical due diligence of LNG terminals
- M&A and JV structuring
- Contract structuring (SPA, GSA)



Portfolio optimisation & sourcing strategy

Helping clients to design resilient sourcing and asset strategies

- LNG sourcing and contract strategy (short-term vs long-term)
- Portfolio balancing across supply hubs and terminals
- Integration with downstream market strategy

Exploration and production

Problem statement

Challenges in assessing the commercial attractiveness and strategic fit of E&P blocks?

Escalating capital expenditures and suboptimal returns driven by technical and commercial uncertainties?

Inefficiencies in joint venture operations due to misaligned incentives and lack of performance benchmarking?

Solution

Facilitating **data-driven block evaluation** and bid strategy formulation to improve asset selection and monetisation outcomes

Driving capital efficiency through techno-commercial feasibility studies, capex rationalisation, and revenue enhancement levers

We offer JV structuring, performance benchmarking, and partner alignment support



Bid advisory & acquisition support

Helping clients in bid advisory and acquisition of blocks:

- Block opportunity screening across Open Acreage Licensing (OALP), Special Discovered Small Field (DSF), and global rounds
- Bid evaluation, commercial modeling, and strategic alignment
- Asset monetisation strategies



Investment & feasibility studies

Helping clients in evaluating the viability of E&P projects through:

- Techno-commercial appraisals of E&P blocks
- CAPEX, OPEX optimisation and revenue maximisation strategies
- Analysis of rig markets



Policy advisory

Assisting policy advisory and stakeholder engagement:

- Policy & fiscal regime studies for regulators and governments
- Contract review from a technical standpoint and support for E&P companies

Refineries and petrochemicals

Problem statement

Uncertainty in making high-confidence investment decisions in a volatile and margin-sensitive environment?

Ineffective feedstock sourcing strategies leading to cost inefficiencies and supply disruptions?

Operational underperformance due to limited digital integration and suboptimal turnaround planning?

Solution

We conduct integrated market analysis, feasibility assessments, optimise crude-to-chem conversion strategies and demand-supply analysis

We deliver through end-to-end supply chain optimisation, feedstock procurement strategies, market entry planning and customer pricing models

We help through enhancing operational excellence via digital transformation, turnaround strategy formulation, and cost leadership initiatives.



Strategy, transactions & financial advisory

Supporting clients to make decisions, maximise asset value, and execute strategic deals:

- Refinery & petrochemical integration studies
- M&A and transaction advisory
- Investment feasibility study
- Demand assessment of petrochemical products and market demand



Supply chain & commercial strategy

Helping clients optimise value chains, unlock margin improvement, and drive strategic commercial outcomes:

- End-to-end supply chain optimisation
- Feedstock procurement & distribution network strategy
- Market entry & expansion strategy
- Customer segmentation & pricing models



Transformation & operational excellence

Enabling clients to enhance asset performance through digital integration, cost leadership, and agile operations:

- Turnaround strategy & operational benchmarking
- Digital plant transformation
- Supply reliability & flexibility enhancement

Petroleum products

Problem statement

Lacking clarity on demand trends and customer segments?

Having expansion constraint due to weak diversification strategies

Facing delays & operational risk from complex policy frameworks?

Solution

We deliver **actionable market intelligence** through demand forecasting, import capacity analysis, and supply chain diagnostics

Supporting growth acceleration through market entry strategies, opportunity sizing, and M&A/JV advisory services.

We help through navigating regulatory frameworks, accelerating approvals, and ensuring compliance



Policy & regulatory advisory

Guiding clients through regulatory environments and policy alignment by offering

- Navigation of regulatory and policy frameworks
- Compliance advisory for environmental and safety norms



Enabling business growth and market expansion through targeted strategic support including:

- Market entry strategy and opportunity sizing
- Strategic partnerships & diversification
- M&A and joint venture (JV) advisory



Market intelligence & growth

Helping clients gain deeper market understanding and competitive positioning through

- Demand forecasting (short-term and long-term)
- Import terminal capacity review
- Supply chain review from import to last mile connectivity

Bio-fuels

Problem statement

Lack of clarity on the commercial feasibility and scalability of emerging biofuel ventures?

Challenges in market access and adoption?

Difficulty in attracting capital and strategic partnerships due to perceived risks and unclear value propositions?

Solution

Assessing **commercial viability** through techno-economic feasibility studies, demand estimation, and feedstock analytics

We help in aligning projects with national blending/ SAF mandates, provide stakeholder mapping and outreach strategy

Enabling capital mobilisation through investor outreach, JV structuring, and strategic funding support.



Feasibility & market study

Helping clients in evaluating the technical and commercial viability of bio-fuel projects through:

- Market analysis and demand estimation
- Go-to-market strategy and pricing models
- Plant location strategy and feedstock analysis



Business plan & fund raise

Supporting in end-to-end business planning and transaction preparation through:

- Techno-commercial project analysis
- Capex planning
- Funding strategy, JV structuring, and M&A advisory
- Project risk assessment



Marketing & distribution

Assisting clients in market access, stakeholder alignment, and commercial rollout through

- Regulatory alignment with national blending, mobility, or SAF mandates
- Stakeholder mapping and outreach strategy

Why Grant Thornton Bharat

We enable clients to unlock strategic value through end-to-end M&A support, empowering informed investment and expansion decisions via deep market assessments, financial modeling, feedstock and supply chain analysis, and incentive benchmarking, de-risking capital deployment with clarity and foresight. Our advisory helps energy businesses chart sustainable growth by identifying new markets, crafting competitive go-to-market strategies, forging strategic alliances, and aligning with evolving policy landscapes. We also drive on-ground transformation by streamlining operations, enabling digital adoption, and navigating complex regulatory environments, delivering measurable impact across the energy value chain.



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