



**Technical Session
2013 SPEE Annual Meeting**

Shale Transactions are Sold on a Development Plan, not a Reserve Report

Bill Marko



BIOGRAPHY

William "Bill" Marko is a Managing Director of Jefferies & Company in the Energy Investment Banking Group. He has managed more than \$50 billion of asset and corporate transactions. His client base consists of many of the world's 50 largest oil and gas companies. Prior to joining Randall & Dewey, subsequently purchased by Jefferies, Mr. Marko worked more than 18 years in various engineering, operations and commercial roles at Mobil Oil, followed by COO of Madison Energy Advisors, a transaction advisory firm.

With more than 32 years of industry experience in worldwide acquisition, divestment and new business development, he has evaluated transactions in all major U.S. basins and more than 40 countries.

Bill is a registered Professional Engineer in Louisiana and is an active member of IPAA, currently serving on its SE Region Board, SPE, having previously served on the Gulf Coast Section (Houston) Board, and is on the Board of Tulane University School of Science & Engineering.

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