



# ALPHA PETROLEUM SERVICES, LLC

◆ Experience ◆ Innovation ◆ Integrity

## **LOYD C. HAYTON**

Loyd is an Associate with Alpha Petroleum Services having over twenty-five years' experience in the energy and chemical industries. For the majority of his career Loyd has worked with client teams as a management consultant to identify and implement profitable business solutions in the areas of strategic development, business creation and process management. Loyd's wide ranging responsibilities within APS include contract negotiation, contract administration, cost control, economic evaluation and logistics management. Highlights of Loyd's experience include:

- On a \$430 million offshore development for an Australian independent oil company, Loyd managed the commercial and administrative aspects of all equipment and service contracts. He developed procedures for contract administration, invoice processing, cost control and reporting and implemented these procedures with client management and accounting personnel. In addition, Loyd developed the project economic model and performed economic analysis in support of joint venture partners' project sanction decision.
- For multiple independent oil companies Loyd performed scoping studies to identify the preferred field development approach. For each development alternative, Loyd obtained budgetary quotes and schedule estimates from vendors, using this data to identify the optimal development scenario. Loyd produced management level reports for each study, for use by the clients to support their project investment decisions.
- In his consultation with a Latin American National Oil Company, Loyd developed a business plan to cover a US\$2 billion petrochemical complex. The business plan identified attractive market and product opportunities, defined preferred ownership and financing structures and assessed financial comparison of alternative project concepts. The client used Loyd's plan to secure business partners and investors.
- As a consultant Project Manager for an independent U.S. refiner, Loyd lead a team to develop a petrochemical industry outlook, assessing the client's capabilities in petrochemicals and identifying potential petrochemical strategies. The team then prioritized each strategic option based on financial merits, aligning them with the client's capabilities, their overall strategies and implementation risk tolerance.
- In his role as consultant Project Manager, Loyd led teams to identify and prioritize acquisition targets for a U.S. electric utility. The teams prepared a business plan and financial model to evaluate a \$250 million acquisition of a major oil company.
- Loyd consulted for an international major energy company where he developed their basic chemicals business strategy. He identified potential growth strategies and characterized financial attractiveness, risk and implementation alternatives for each option studied.

Loyd holds degrees in chemical engineering from Vanderbilt University and an MBA from Rice University. Prior to joining APS Loyd held positions with Interlox America, Shell Chemical, Arthur D. Little and Charles River Associates.