

## Avanti Energy Inc. (AVN-V) Montana Land Acquisition Is The Largest Yet

June 14, 2021

Kirk Wilson, CFA

(403) 819-5280

[kwilson@beaconsecurities.ca](mailto:kwilson@beaconsecurities.ca)

**Event.** Avanti has entered binding agreements on two properties in Montana that add approximately 50,000 acres to its existing lands at Greater Knappen in Alberta. AVN has ~9,500 acres north of the AB/MT border and will increase its holdings in the area to nearly 60,000 acres (see Exhibit 1 next page for map).

Details for the newly acquired lands are limited as negotiations are on-going, but we understand the two properties included in this deal will be under farm-in agreements with a royalty payable to the "seller".

A key reason the Avanti technical team is excited about this new land is the apparent continuation of identifiable structural highs and helium concentrations up to 2% with 96% nitrogen. Several 4-way closed structures with 70 to 170 meters of relief in Devonian and Cambrian formations are evident, which is ideal for trapping helium during its upward migration.

While many more dominoes may fall as Avanti continues to build its portfolio of opportunities, the company now has a contiguous land block that may support several years of drilling. The company has already stated it plans to undertake its initial drilling program later this year that could conceivably include an exploration well or two on these new Montana lands. If successful, numerous development wells would follow with production in H2/22 once facilities are configured and installed.

**Conclusion & Recommendation:** We believe critical mass has been achieved and Avanti now has a key asset on which its world-class technical team can explore. We maintain our \$3.80 target price and our Spec Buy rating.

### Montana Land Acquisition SPEC BUY (unch) \$3.80 (unch)

Recent Price	\$2.40
12-month Target Price	\$3.80
Potential Return	58%
52 Week Price Range	\$0.13 - \$3.17
FYE	Dec 31

Assumptions	2020A	2021E	2022E	2023E
Helium price (US\$/mcf)	-	-	\$300	\$325
US\$/CDN\$	\$0.75	\$0.79	\$0.79	\$0.78

Production	2020A	2021E	2022E	2023E
Helium (mcf/d)	-	-	63	330
HE/MM Basic shares	-	-	1.2	5.9

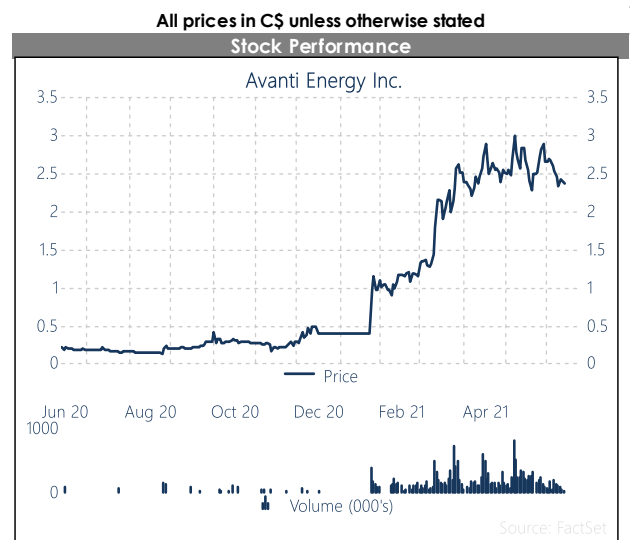
Financial (\$MM, except Per Share item)	2020A	2021E	2022E	2023E
EBITDA	\$0.0	(\$1.0)	\$6.0	\$40.4
FFO	\$0.0	(\$1.0)	\$6.0	\$40.3
CAPEX	\$0.0	\$5.7	\$15.0	\$16.5
YE Net Debt (cash)	(\$3.6)	(\$3.3)	(\$7.8)	(\$31.7)
Net Debt/CF	n.a.	n.a.	n.a.	n.a.
FFOPS - Fully Diluted	\$0.00	(\$0.02)	\$0.11	\$0.70
EPS - Fully Diluted	\$0.00	(\$0.03)	\$0.08	\$0.52

Valuation	2020A	2021E	2022E	2023E
P/CF		n.a.	21.6x	3.4x
EV/EBITDA		n.a.	21.0x	2.5x
EV/MCFPD		n.a.	\$1,508,897	\$215,851

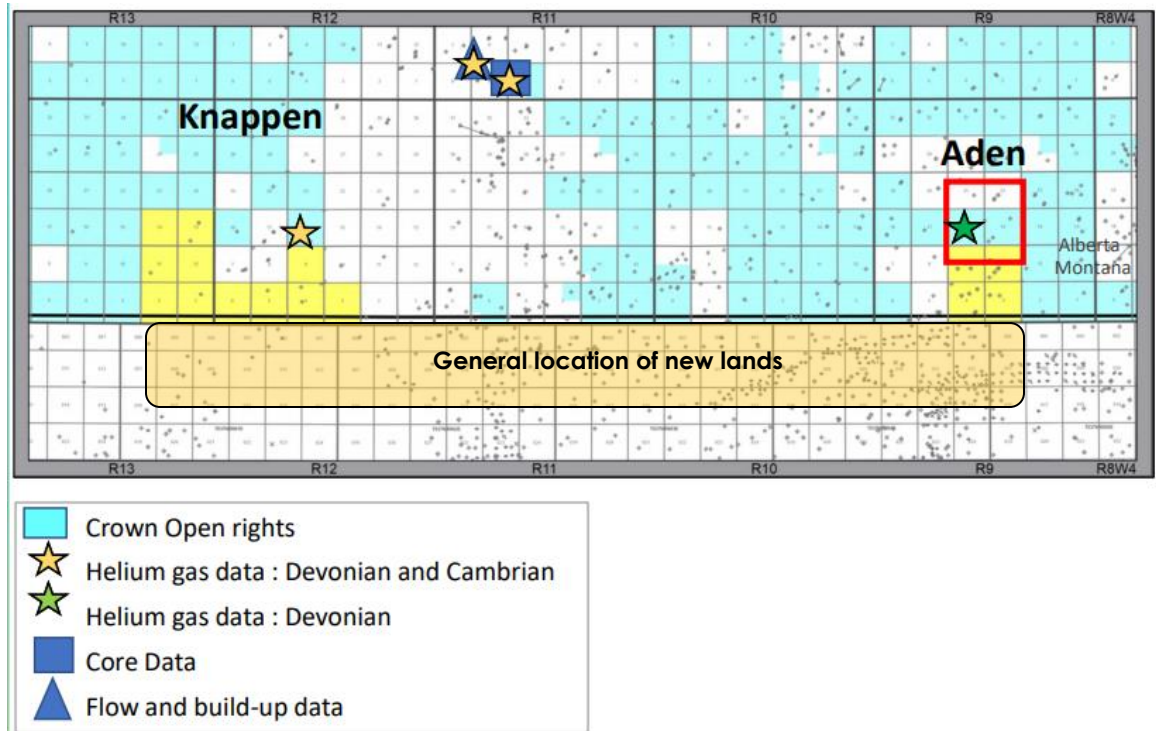
Stock Data	2020A	2021E	2022E	2023E
Shares Outstanding, Basic (MM)				42.9
Shares Outstanding, Diluted (MM)				49.7
Insider Holdings, Basic				24%
Market Capitalization (MM)				\$102.9
Enterprise value (MM)				\$94.4

### About the Company

Avanti Energy is focused on the exploration, development and production of helium across western Canada and the western United States via the deployment of its proprietary exploration model.



**Exhibit 1: Greater Knappen area**

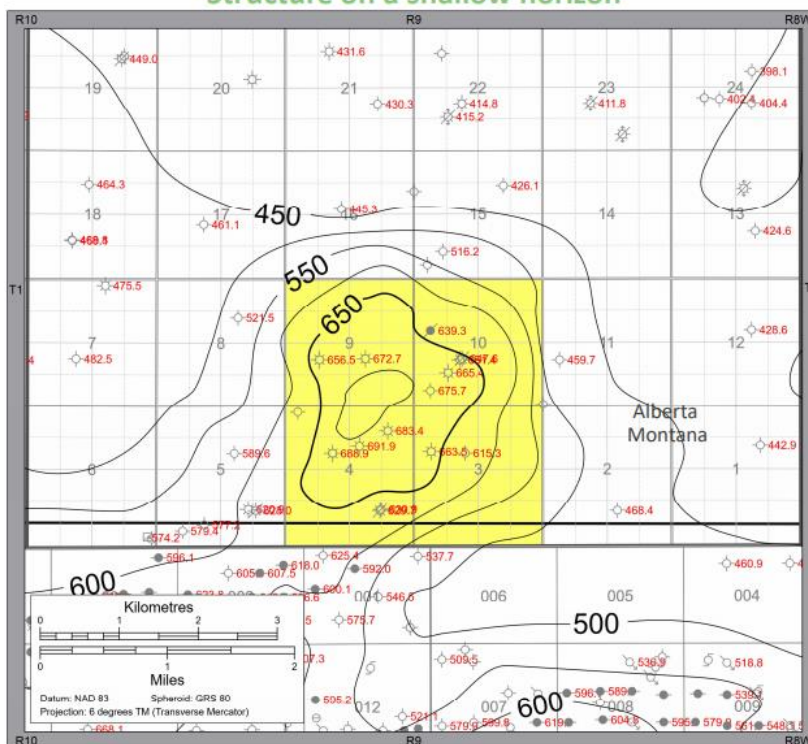


Source: Company presentation, Beacon Securities Limited

- AVN has added approximately 50,000 acres of land just south of the Alberta/Montana border, which we have shown in a general location vis-à-vis the company's Greater Knappen area in Exhibit 1.
- The new Montana land is comprised of two properties, one large block (~46,000 acres) and one smaller block (~4,000 acres).
- We understand that the company is in the process of normal due diligence prior to signing a final agreement. Avanti expects to complete that process next month.
- When all is said and done, we expect AVN will retain 100% WI subject to a sliding-scale type royalty payable to the seller (a likely average of ~17%).
- Avanti has undertaken a detailed proprietary evaluation process in the area, including on its Greater Knappen lands as well as the newly acquired Montana lands.
- Based on data from proximal wells, the helium contents are quite impressive in both the Cambrian and Devonian-aged formations.
  - Cambrian: 1.5% to 2.2% He content
  - Devonian: 0.7% to 1.7% He content
  - Nitrogen content is up to 96%

- The evaluation process has identified several 4-way closed structural highs that can be ideal for the trapping of helium. As shown in Exhibit 2, the Aden, Alberta property has 75 meters of structural relief. AVN can see up to 175 meters of relief over the general area, meaning this area may hold tremendous potential for helium exploration and development.

**Exhibit 2: Aden, AB property**  
Structure on a shallow horizon



Source: Company presentation

- It appears that the structural high at Aden extends to the southwest, which is where we believe some of the new lands are located.
- In our opinion, Avanti now has now assembled a sufficient land base that gives clarity to a potential multi-well drilling program upon exploration success. While we expect AVN will continue to evaluate and accumulate additional land, we are also confident that an initial drilling program is being designed for later this year. This was part of our original thesis for the company and it was delivered in short order.

## Operating & Financial Summary

**AVANTI ENERGY INC.**
**Recommendation: SPEC BUY**
**Target price: \$3.80**

SHARE INFORMATION					VALUATION				
	2020E	2021E	2022E	2023E	2020E	2021E	2022E	2023E	
Price				\$2.40	EV/EBITDA		n.a.	21.0x	2.5x
Shares O/S – basic (mm)				42.9	P/CF (diluted)		n.a.	21.6x	3.4x
Shares O/S – float (mm)				32.7	P/E		n.a.	31.7x	4.7x
Shares O/S – f.d. (mm)				49.7	EV/production (\$/mcf/d)		n.a.	\$1,508,897	\$215,851
Market cap (\$mm)				\$103	Price/ PDP NAV		-	-	-
Enterprise value (\$mm)				\$94	Price/ 1P NAV		-	-	-
52-week range				\$0.13 - \$3.17	Price/ 2P NAV		-	-	-
<b>Total projected return</b>				<b>58%</b>					
COMMODITY PRICES					NETBACKS (\$/mcf)				
	2020E	2021E	2022E	2023E	2020E	2021E	2022E	2023E	
Helium (US\$/mcf)	-	\$300	\$300	\$325	Revenue	-	-	\$379.75	\$416.67
Fx (C\$/US\$)	\$0.75	\$0.79	\$0.79	\$0.78	Royalties	-	-	(\$16.14)	(\$17.71)
					Operating & Trans	-	-	(\$50.00)	(\$50.00)
					Operating Netback	-	-	\$313.61	\$348.96
					G&A	-	-	(\$52.17)	(\$13.28)
					Interest	-	-	\$0.00	(\$0.73)
					Other	-	-	\$0.00	\$0.00
					<b>Cash Flow Netback</b>	-	-	<b>\$261.43</b>	<b>\$334.95</b>
					DD&A	-	-	(\$60.00)	(\$60.00)
					Stock based compensation	-	-	(\$8.70)	(\$1.66)
					Other non-cash	-	-	\$0.00	\$0.00
					Deferred tax	-	-	(\$14.61)	(\$27.33)
					<b>Earnings Netback</b>	-	-	<b>\$178.13</b>	<b>\$245.96</b>
PRODUCTION					RESERVES (mmcf)				
	2020E	2021E	2022E	2023E	2020E	2021E	2022E	2023E	
Helium (mcf/d)	0	0	63	330	PDP	-	-	-	-
Production Growth	-	-	-	424%	Proved (1P)	-	-	-	-
Prod Growth Per Share	-	-	-	374%	Proved + Probable (2P)	-	-	-	-
					PDP NAV (\$/Share)	-	-	-	-
					1P NAV (\$/Share)	-	-	-	-
					2P NAV (\$/Share)	-	-	-	-
FINANCIAL (\$mm)					2022 QRTL FORECASTS				
	2020E	2021E	2022E	2023E	Q1E	Q2E	Q3E	Q4E	
Revenue	0.0	0.0	8.7	50.2	Helium (mcf/d)	0	0	100	150
Royalties	0.0	0.0	(0.4)	(2.1)	Revenue (\$MM)	\$0.0	\$0.0	\$3.5	\$5.2
Operating	0.0	0.0	(1.2)	(6.0)	EBITDA (\$MM)	-\$0.3	-\$0.3	\$2.6	\$4.0
G&A	0.0	(1.0)	(1.2)	(1.6)	FD FFO	-\$0.01	-\$0.01	\$0.05	\$0.07
<b>EBITDA</b>	<b>0.0</b>	<b>(1.0)</b>	<b>6.0</b>	<b>40.4</b>	FD EPS	-\$0.01	-\$0.01	\$0.04	\$0.05
Interest	0.0	0.0	0.0	(0.1)					
DD&A	0.0	0.0	(1.4)	(7.2)					
Taxes	0.0	0.0	(0.3)	(3.3)					
Other	0.0	(0.2)	(0.2)	(0.2)					
<b>Net Income</b>	<b>\$0.0</b>	<b>(\$1.2)</b>	<b>\$4.1</b>	<b>\$29.6</b>					
FFO (mm)	\$0.0	(\$1.0)	\$6.0	\$40.3					
FFOPS (basic)	\$0.00	(\$0.02)	\$0.12	\$0.72					
<b>FFOPS (diluted)</b>	<b>\$0.00</b>	<b>(\$0.02)</b>	<b>\$0.11</b>	<b>\$0.70</b>					
<b>EPS Fully Diluted</b>	<b>\$0.00</b>	<b>(\$0.03)</b>	<b>\$0.08</b>	<b>\$0.52</b>					
Net Debt	(\$3.6)	(\$3.3)	(\$7.8)	(\$31.7)					
D/CF - trailing	NA	3.3x	NA	NA					
D/CF - forward	3.6x	NA	NA						
Borrowing capacity	\$0.0	\$0.0							
CAPITAL PROGRAM					MANAGEMENT & BOARD				
	2020E	2021E	2022E	2023E	Chris Bakker	CEO & Director			
Total Capex (mm)	\$0	\$6	\$15	\$17	Rob Gamley	President & Director			
% of cash flow	n.a.	-570%	249%	41%	Genja Nadaraju	VP, Subsurface Geology			
					Ali Esmail	VP, Engineering			
					Dr. Jim Wood	Director of Geoscience			
					Natasha Tsai	CFO			
					Greg Bronson	Director			
					Michael Leo	Director			

Source: Company reports, Beacon Securities Limited

## Risks

- **Commodity Price Fluctuations** – The company has direct exposure to the price for helium, which is an opaque market. Downward movements in this commodity can adversely affect the financial performance of the company. To offset this risk, the company may enter into take-or-pay contracts to manage its exposure to commodity price fluctuations.
- **Financing** – Exploring for and developing helium may require a combination of debt and equity capital. Our models may incorporate fluctuations in net debt and while we have forecast additional equity, there is no certainty that the company can raise equity capital or that its bank lines will remain static or increase.
- **Foreign exchange & Interest Rates** – Any movement in either of these rates has the potential to adversely affect the company's financial performance.
- **Cost Overruns** – Unexpected drilling, completion and/or operational cost overruns can mitigate the operational and financial performance of the company.
- **Exploration risk** – Due to limited number of dedicated helium wells drilled on or in relative proximity to the company's lands, there may be a heightened level of risk associated with the company's exploration drilling.
- **Weather and Seasonal Factors** – Extreme weather conditions may influence results.
- **Change in Fiscal Regime** – A change in the royalty or tax rates as they relate to helium production may adversely affect cash flows.
- **Well Performance** – The company may have a higher than normal amount of risk associated with its wells or plays due to the early-stage nature of its asset base. Lower production volumes, higher decline rates and/or dry holes can adversely affect the results of the company, particularly from a potential negative reserve revision perspective. Past performance may not be indicative of future execution.

## Disclosure Requirements

Does Beacon, or its affiliates or analysts collectively, beneficially own 1% or more of any class of the issuer's equity securities?  Yes  No

Does the analyst who prepared this research report have a position, either long or short, in any of the issuer's securities?  Yes  No

Has any director, partner, or officer of Beacon Securities, or the analyst involved in the preparation of the research report, received remuneration for any services provided to the securities issuer during the preceding 12 months?

Yes  No

Has Beacon Securities performed investment banking services in the past 12 months and received compensation for investment banking services for this issuer in the past 12 months?  Yes  No

Was the analyst who prepared this research report compensated from revenues generated solely by the Beacon Securities Investment Banking Department?  Yes  No

Does any director, officer, or employee of Beacon Securities serve as a director, officer, or in any advisory capacity to the issuer?  Yes  No

Are there any material conflicts of interest with Beacon Securities or the analyst who prepared the report and the issuer?  Yes  No

Is Beacon Securities a market maker in the equity of the issuer?  Yes  No

This report makes reference to a recent analyst visit to the head office of the issuer or a site visit to an issuer's operation(s).  Yes  No

Did the issuer pay for or reimburse the analyst for the travel expenses?  Yes  No

All information contained herein has been collected and compiled by Beacon Securities Limited, an independently owned and operated member of the Investment Industry Regulatory Organization of Canada (IIROC). All facts and statistical data have been obtained or ascertained from sources, which we believe to be reliable, but are not warranted as accurate or complete.

All projections and estimates are the expressed opinion of Beacon Securities Limited, and are subject to change without notice. Beacon Securities Limited takes no responsibility for any errors or omissions contained herein, and accepts no legal responsibility from any losses resulting from investment decisions based on the content of this report.

This report is provided for informational purposes only and does not constitute an offer or solicitation to buy or sell securities discussed herein. Based on their volatility, income structure, or eligibility for sale, the securities mentioned herein may not be suitable or available for all investors in all countries.

As at May 31st, 2021	#Stocks	Distribution		
BUY	69	73.4%	BUY	Total 12-month return expected to be > 15%
Speculative Buy	22	23.4%	Speculative Buy	Potential 12-month return is high (>15%) but given elevated risk, investment could result in a material loss
Hold	1	1.1%	Hold	Total 12-month return is expected to be between 0% and 15%
Sell	0	0.0%	Sell	Total 12-month return is expected to be negative
Under Review	1	1.1%	Under Review	
Tender	1	1.1%	Tender	Clients are advised to tender their shares to a takeover bid or similar offer
<b>Total</b>	<b>94</b>	<b>100%</b>		

## Dissemination

Beacon Securities distributes its research products simultaneously, via email, to its authorized client base. All research is then available on [www.beaconsecurities.ca](http://www.beaconsecurities.ca) via login and password.

## Analyst Certification

The Beacon Securities Analyst named on the report hereby certifies that the recommendations and/or opinions expressed herein accurately reflect such research analyst's personal views about the company and securities that are the subject of the report; or any other companies mentioned in the report that are also covered by the named analyst. In addition, no part of the research analyst's compensation is, or will be, directly or indirectly, related to the specific recommendations or views expressed by such research analyst in this report.