OSIRIS: Finding company foreign operations

Business Library
Haskayne School of Business
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• OSIRIS database allows you to filter or screen for publicly traded companies that have operations in foreign countries.

• One of the screening options is a “textual” or keyword search of the company’s overview and business description for names of countries or regions.
Go to the OSIRIS database.

To access Osiris, go to the Business Library webpage at: library.ucalgary.ca/business and click on the link to Business Databases. Scroll through the list to the OSIRIS database.
The Advanced Search allows you to identify companies that meet specific criteria, for example, geography, industry, financial data, etc. You may also identify companies that include specific keywords (such as a country or region) in the company overview.

Each “Group” allows you to add criteria to your search. You may also select criteria from an alphabetical list.

For example, if you are looking for Canadian oil & gas companies with operations in foreign countries begin the “screen” by selecting Canada as the home country or “country of domicile”.
Select geography of primary companies.

Select Canada as the country of domicile for the companies you are interested in. You may select more than one country or region. Click on “OK” to add the criteria to the search.
Select industry of primary companies.

Use the “Industry” group to identify the industry in which you are interested. In our example we are looking for the oil & gas industry. The “Industry classifications” will help identify the appropriate industry.
Select industry of primary companies.

Use the pull down menu to select the industry classification you prefer to use – for example the NAICS system.

Then use the + signs to expand major industry groups so you can select more specific industry classifications.

Check the box beside the appropriate industry and then click on “OK” to add the criteria to your screen.
As you add screening criteria, the screening strategy is summarized in the box below the search groups. Each criteria you have added is listed and the results reported for each step.

Click on “View list of results” to see the companies identified.
Use a “textual search” (under the “Industry” group”) to identify those companies that have mentioned foreign operations in their business description or overview.
Enter keywords that describe the foreign locations you are interested in.

This search will look for any occurrence of the words “Argentina”, “Chile”, “Mexico”, “Venezuela”, or “Brazil” within the business description, history, and overview of the companies you have identified thus far in your search.

Click on “OK” to add this final criterion to your screen.
Results of the screen are summarized in the “Search Strategy” area.

The screen looked for companies based in Canada, in the crude petroleum and natural gas extraction industry, that mention one or more of the words “Argentina”, “Chile”, “Mexico”, “Venezuela”, or “Brazil” within the business description, history, and overview. 16 companies meet these criteria.

Click on “View list of results”
Results of the screen are displayed with default columns of data.

Click the “Add” link to modify the columns that are displayed.
Customize the columns that will be displayed.

Expand the “Industry & Overview” category, then the “Overview” category to add “Full overview” and other data columns such as “Main foreign countries or regions”, “Main production sites” etc.

When all the desired data fields are displayed in the column to the right, click on “OK”.
Export the results in order to view all the data you have retrieved.
Select Export options and click on “OK”.
An examination of each company’s “Full overview” as well as other columns such as “Main foreign countries or regions” will help identify operations in the countries you have selected.

<table>
<thead>
<tr>
<th>Full overview</th>
<th>Primary business line</th>
<th>Main foreign countries or regions</th>
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<tbody>
<tr>
<td>The company is an oil and gas firm focused on international exploration and development opportunities. Its projects are located in Canada, Tunisia and South America. The company was originally created in 2001 as a mining exploration company. It is listed on the TSX Venture Exchange under the symbol MVN. The company’s corporate headquarters is located in Calgary, Canada. In Canada, the company signed participation agreements in 2006 to drill wells in the Edson and Brazeau areas of Alberta to cover overhead costs while exploring offshore. Four wells were drilled in the Edson area and six in the Brazeau area during 2006. Two additional wells were drilled in Edson during 2007. Of the 12 wells drilled, one has been abandoned, five are shut in, and six are producing. One well is producing oil, gas and natural gas liquids, and the other five are producing gas and natural gas liquids. In Tunisia, in May 2006, the company entered into a seismic option agreement with Storm Exploration Inc. on the Hammamet offshore exploration block containing more than 1.1 million acres in the Pelagian basin offshore Tunisia. In June 2006, it entered into a second seismic option agreement with Storm Exploration Inc. on the Remada Sud onshore exploration block containing more than 1.2 million acres in the prospective Ghadames basin of Southern Tunisia. In South America, the company is concentrating on assessing and developing oil and gas investment opportunities with the objective of having significant working interest in selected properties. Several opportunities for exploration and acquisition in South America are under evaluation by the company. In the first quarter of 2007, the company received final government approval for the establishment of a Medellin branch office in the Province of Rio Negro in Argentina. The establishment of the registered branch office will be a significant benefit to the company as it pursues deal opportunities in Argentina. It has also made an application for a branch office in Colombia. The company’s strategy is to grow the company by continuing to evaluate and develop exploration and development opportunities in Tunisia and South America through its strategic alliances with local exploration and development companies.</td>
<td>Oil and gas firm focused on international exploration and development opportunities</td>
<td></td>
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