

The Leading Source for Strategic Market Intelligence

As businesses adapt to the significant challenges of the current “lower for longer” oil price environment, strategic opportunities for contractors and investors are being created throughout the industry for low cost, high impact transactions. With the right information and insight, these market participants can find opportunities to redefine their internal strategies and position themselves for future success in the oil and gas market.

Quest Offshore’s Consulting Division has successfully aided in numerous of these strategic transactions and specializes in providing strategic consulting services and market due diligence related to the offshore oil and gas sector. Quest has completed projects for private equity firms, debt providers, industrial conglomerates and service companies across a wide variety of topics in the energy industry. Highlights of these studies and reports include:

- A private equity company considering an investment in a specialty steel manufacturer engaged Quest to analyze the historical, current and future outlook for the supplier’s products. Quest developed specialized project and equipment-level datasets and forecasts for the OCTG and pipeline markets in order to provide specific demand information for the manufacturer’s products. The market forecasts were developed using client-prescribed oil price scenarios and provided major project risking analysis, which allowed the client to better understand potential demand scenarios. Quest also provided product line-specific forecasts, allowing the private equity company to understand the manufacturer’s position in the overall market.
- An investment advisor focused on specialty financing engaged Quest to provide market due diligence in order to support the debt financing needed to spin-off the construction vessel division from a major offshore EPC company. Quest provided market niche-specific forecasts and demand information, competitive outlooks, qualitative market information and day-rate forecasts as part of a comprehensive due diligence report which supported the successful close of the transaction.
- A major industrial conglomerate considering an investment strategy in new technologies that utilized carbon fiber composite materials engaged Quest to provide a comprehensive analysis of the market potential for these products. Quest analyzed various potential uses for these materials including pipelines, risers and tendons and provided a project, spending and tonnage outlook to the client. In addition to the market demand metrics, Quest outlined the supply chain characteristics and competitive outlook for these materials.
- A major steel company engaged Quest to analyze the offshore OCTG market and define the company’s best available strategy for entering into a new product type within the





space. Quest provided historical and forecasted demand projections by tonnage, diameter, length, product type, and field type as well as providing a comprehensive competitive analysis, from which several recommendations for market entry strategies were made.

- A private equity company engaged Quest to perform market due diligence on a transaction related to the potential divestiture of the marine construction and diving division of a large oil service company. Quest analyzed the potential demand for this company's services in addition to varied market expansion strategies as well as the competitive outlook for the new contractor. Quest also provided a market-based valuation of the assets involved in the spin-off and an outlook for further consolidation and newbuilding activity amongst potential competitors.
- A major oil and gas original equipment manufacturer engaged Quest to assist with forecasting demand for high pressure and high temperature subsea equipment and aid in the formulation of the company's strategy for this sector. By utilizing technical data on existing wells and modeled pressure and temperatures for future developments, Quest was able to provide a detailed report on the outlook for this market as well as trends in equipment demand on a regional, operator-specific, and pressure and temperature environment basis. This report allowed the OEM contractor to make an informed decision on research and development as well as manufacturing capacity.
- A large industrial conglomerate considering a strategic investment in an oil services company that is focused on the marine and drilling sector engaged Quest to provide a detailed due diligence report on both the company's current operations and future business strategies. Quest provided a detailed report on the outlook for the company's main business lines as well as a projection of demand levels for several new business lines and forecasts of fleet utilization rates and revenues.

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