

The Leading Source for Strategic Market Intelligence

Quest Offshore's Consulting Division has successfully aided numerous strategic transactions in upstream oil and gas through providing business advisory and M&A market due diligence services. Quest has completed projects for private equity firms, debt providers, industrial conglomerates, Operators and service companies across a wide variety of subjects. *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 private equity company retained Quest to perform due diligence as part of their evaluation for an investment in a contractor focused on intervention, completion and abandonment tooling for subsea wells. The outlook for these activities in the Gulf of Mexico and select international areas. Quest prepared a report forecasting demand for the companies' services and highlighting emerging trends such as the increase of non-drilling activity in these markets allowing which was instrumental in the completion of the transaction despite reduced oil prices.
- 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 analysis of a granular market 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 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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