

- Market forecasting & entrance strategy
- Global market reports
- Technologies, trends, future developments



Douglas Westwood Limited's experience in analysing the oilfield equipment and services (OFS) sector is market-leading. Our activities span upstream exploration and production (E&P) both onshore and offshore, the midstream and downstream sectors from pipelines to refining and petrochemicals. We are noted for our international coverage with clients in the key oil & gas and financial centres across the world, including Aberdeen, Dubai, Houston, Jakarta, London, Moscow, New York, Perth and Singapore. Our unique knowledge base has enabled us to provide services to organisations in over 37 countries and contributed to our success in regions where it is difficult to access business information such as Russia and the Middle East.

We offer business research and analysis, market forecasting, commercial and strategic advisory services. Activities range from commercial diligence for institutional investors in public and private markets, including IPO support and M&A transactions. Our strategic advisory credentials range from work with oil majors to facilitating business strategy development for the world's leading OFS contractors.

Our knowledge base draws on the experience of a number of industry leaders in their field and covers leading-edge subjects including oil & gas supply, floating production, subsea production, deepwater production, onshore & offshore drilling and onshore pipelines.

We also publish the renowned 'World' series of global industry and market reports, trusted by professionals in oil & gas companies, OFS contractors, agencies and departments of government and investment banks. Major regional studies include key future growth areas such as the Russian Oilfield Services, Middle Eastern Oilfield Services, through to forecasting of markets for developing technologies such as Autonomous Underwater Vehicles (AUVs) and Subsea Processing.

Examples of DWL's work in the sector include:

Acteon (UK) - this study focused on the structural integrity of aging offshore wells. The project involved acquisition of market information for a public report aimed at raising industry awareness of the issues.

BP (USA) - a major player in the deepwater production sector, BP's Central Purchasing in Houston commissioned us to model supply and demand of products & services for the deepwater oil & gas sector worldwide with the aim of identify 'pinch points' in the future market.

Integra (Russia) - this major onshore OFS group commissioned Douglas-Westwood to value current and future markets for its products and services and market shares of itself and competitors in the Russian onshore oil & gas sector for use during its IPO on the LSE.

INTSOK (Norway) - a series of annual market reports on key targeted countries and markets for the Norwegian OFS industry, valuing key segments in each market and providing detailed information on projects and export opportunities.

Mitsui Bank (Japan) - three projects analysing the market prospects and residual value of floating production systems to be supplied to Petrobras Brazil following completion of their seven year contract.

NPS (Qatar) - a market review of onshore and offshore drilling and well maintenance services within the Middle East & North Africa regions. Included a review of the competitive landscape for drilling and workover services and forecasts of demand for the next five years.

Worley Parsons (Australia) - a strategic review of a number of key areas within the oil and gas industry including LNG, marginal fields, subsea, and National Oil Companies, assessing the underlying markets in these areas and defining the overall size of the opportunity going forward.

“ Douglas-Westwood are the sector study experts ”

- Woodside Petroleum (Australia)

Clients include:

ABB	Maersk
Abbot Group	Mitsubishi
Aibel	Mizuho
APL	NPS
Atlantis	Perry Slingsby
Bechtel	Saipem
BP	Schlumberger
CTC Marine	Scottish Enterprise
Dalma	Sea of Solutions
Deloitte	Shell
DTi	Simmons & Company
Eurasia Drilling Company	Sovereign
Epcon Offshore	Sulzer Pumps
Expro	Technip
FMC Kongsberg	Transocean
Fugro	UWG
Integra	Viking Moorings
INTSOK	Wellstream
Irish Shelf Petroleum Studies	Worley Parsons

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