Douglas – Westwood

Energy Business Advisors
Corporative Overview

A Global Organisation
Established in 1990, Douglas-Westwood is an independent employee-owned company and the leading provider of advisory services and business research to the top-tier players in the global energy industries. To date we have completed 700 projects providing our products & services to 400 clients in 70 countries. We have offices and research hubs in Aberdeen, Canterbury, New York and Singapore.

A Strong Talent Base
Our team is drawn from major energy companies, investment banking, government agencies and service industries. Our core skills include proven expertise in finance, M&A advisory, corporate strategy, commerce, engineering and economics.

Advisory Services
Strategy Development
Douglas-Westwood has facilitated the build of business development & market strategies for some of the largest energy-sector players and government agencies worldwide. Using our global market insights and modelling we work as partners to our clients as part of their strategic planning process. We develop and test competitive strategies for new products, new business streams, provide acquisition target profiling/scouting and service mergers and acquisitions.

" Excellent assistance with our offshore strategy work "
- Bechtel (USA)

Transactions
Our award-winning work on mergers & acquisitions and IPOs forms a major part of our advisory services. We are the leading provider of commercial and market due diligence on the oilfield equipment & services sector and provide advisory services to players in upstream and downstream oil & gas, power and renewables.

" The best value for money of all our advisors "
- Vetco International (UK)

Research Services
Published Reports
Our business studies and market forecasts have received accolades from users worldwide. Each study assumes the reader has no knowledge of the market; it educates and informs and culminates in a five-year hindcast and forecast by region and industry sub-sector.

" The best market report I have seen in this field "
- IEK (Norway)

Commissioned Research
Business research, analysis and modelling are our core activity. Over the years we have built a huge knowledge base of the sectors and the players, a world-class proprietary in-house database, and extensive and unrivalled industry networks. We also specialise in emerging technologies such as offshore wind power, wave & tidal, and emerging and difficult-to-access markets and geographies such as China Russia and the Middle East.

" Top energy research group "
- The Financial Times (UK)

Breadth and Depth
Our activities cover the established major energy sectors and the newly developing ones. Most importantly, over the years we have developed a deep understanding of the macro drivers and the inter-relationships between them, providing clients with market insight crucial to their business decisions and investments.

Oil & gas - upstream and downstream, onshore & offshore
Power generation & transmission - coal, gas and nuclear
Renewable energy - onshore and offshore

Recent Transactions

RUTLAND PARTNERS
16 million euro acquisition of 65% stake in GEMS International by Rutland Partners LLP
GEMS
3rd March 2011
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SINOTECH ENERGY
IPO $124 million
UBS citigroup LAZARD
3rd November 2010
Douglas – Westwood

NAUTRONIX
Nautronix acquired by SCF Partners
SCF PARTNERS
8th April 2010
Douglas – Westwood

ADVANTEC
Equity investments in Advantec
Norvestor Equity
30th March 2010
Douglas – Westwood

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