Aberdeen & Grampian Chamber of Commerce
The Ultimate Business Network

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Oil and Gas Survey
Spring 2012

Sponsored by:

Bond Pearce

Supported by:

OCA OFFSHORE CONTRACTORS ASSOCIATION

IADC

nof energy

Conducted by Fraser of Allander Institute

Oil & Gas Operator

Survey returns will remain completely confidential

1 BUSINESS OPTIMISM

	THE OIL & GAS SECTOR IN THE UKCS			THE OIL & GAS SECTOR ELSEWHERE			
	MORE	SAME	LESS	MORE	SAME	LESS	N/A
Are you more/less confident about the business situation in the oil & gas sector compared to a year ago?	☐	☐	☐	☐	☐	☐	☐
Looking ahead a year	☐	☐	☐	☐	☐	☐	☐

How have the tax changes last year affected:	Increased	No change	Reduced
The level of operational activity	☐	☐	☐
Investment plans	☐	☐	☐

2 BUSINESS TRENDS

Excluding seasonal factors, what are the trends in:	ACTUAL TREND IN PAST YEAR 2011				PLANNED/SCHEDULED OR EXPECTED TREND IN 2012 AND 2013			
	UP	LEVEL	DOWN	N/A	UP	LEVEL	DOWN	N/A
Total activity in the UKCS of which:	☐	☐	☐	☐	☐	☐	☐	☐
The value of production related work	☐	☐	☐	☐	☐	☐	☐	☐
The value of decommissioning related work	☐	☐	☐	☐	☐	☐	☐	☐
Total activity elsewhere (if appropriate) of which:	☐	☐	☐	☐	☐	☐	☐	☐
The value of production related work	☐	☐	☐	☐	☐	☐	☐	☐
The value of decommissioning related work	☐	☐	☐	☐	☐	☐	☐	☐

3 ACTIVITY LEVELS AND BUSINESS TRENDS

	ABOVE OPTIMUM LEVELS	AT OPTIMUM LEVELS	BELOW OPTIMUM LEVELS
Is the level of UKCS based work leading to you working above or below optimum levels in the UKCS?	☐	☐	☐
Is the level of overseas based work leading to you working above or below optimum levels?	☐	☐	☐

Looking to the medium term (three to five years) do you think your organisation will be more involved in:	Yes, definitely	Yes, possibly	Unlikely	No	Not relevant
The Renewables sector	☐	☐	☐	☐	☐
Decommissioning activity	☐	☐	☐	☐	☐

4 EMPLOYMENT

What have been the trends in UK based employment in your company?	ACTUAL TREND IN 2011			EXPECTED TREND IN 2012		
	UP	LEVEL	DOWN	UP	LEVEL	DOWN
Permanent employees	☐	☐	☐	☐	☐	☐
Contract and temporary staffs	☐	☐	☐	☐	☐	☐
	ABOVE	AT PLANNED LEVELS	UNDER	ABOVE	AT PLANNED LEVELS	UNDER
Total hours worked	☐	☐	☐	☐	☐	☐

What is the total number of people working for your company in the UK? ☐

And employees outside the UK ☐

5 INVESTMENT TRENDS

What are the trends in your company's investment spend for the UKCS area? *(Please tick NA if not appropriate)*	ACTUAL IN 2011				SCHEDULED TREND OVER NEXT TWO YEARS			
	UP	LEVEL	DOWN	NA	UP	LEVEL	DOWN	NA
Total trends in investment	☐	☐	☐	☐	☐	☐	☐	☐
of which:								
Research and development	☐	☐	☐	☐	☐	☐	☐	☐
Developing new markets	☐	☐	☐	☐	☐	☐	☐	☐
Equipment replacement	☐	☐	☐	☐	☐	☐	☐	☐
Cost reduction	☐	☐	☐	☐	☐	☐	☐	☐
Staff development	☐	☐	☐	☐	☐	☐	☐	☐
Decommissioning	☐	☐	☐	☐	☐	☐	☐	☐
Developing a renewables capacity	☐	☐	☐	☐	☐	☐	☐	☐

Which would be the main reasons for investment?

What would be the main reasons for the change in investment levels?

6 RESEARCH AND DEVELOPMENT

Is your company's R & D activity mainly concerned with?
(Please tick all that apply)

- Developing new equipment/products ☐
- Developing new processes ☐
- Improving extraction processes ☐
- Developing decommissioning processes ☐
- No R & D activity ☐
  (Please go to Q 7)
- Developing new software ☐
- Developing new services ☐
- Improving extraction yields ☐
- Developing renewables activities ☐

Is your company's R & D activity mainly located in?

- The UKCS ☐
- In Europe ☐
- In the United States ☐
- Elsewhere ☐

7 TRENDS IN RESEARCH & DEVELOPMENT IN CLIENTS AND SUPPLIERS

In terms of the companies you mainly deal with what is your impression of the likely trends in their spend on R & D over the next two years?

	UP	LEVEL	DOWN	N/A
In the UK	☐	☐	☐	☐
Elsewhere	☐	☐	☐	☐

8 UKCS COMPETITIVENESS

Which have been the main areas in which the UKCS has remained competitive?

In which areas has the UKCS become less competitive?

What have been the main reasons for the changes?

9 BUSINESS CONSTRAINTS

How important are the following factors in limiting activity over the next year?
(Please tick all that apply)

	UK CONTINENTAL SHELF ACTIVITIES			ACTIVITY ELSEWHERE (if applicable)		
	VERY IMPORTANT	IMPORTANT	NOT IMPORTANT	VERY IMPORTANT	IMPORTANT	NOT IMPORTANT
Commodity price	☐	☐	☐	☐	☐	☐
Economic climate	☐	☐	☐	☐	☐	☐
Level of demand	☐	☐	☐	☐	☐	☐
Tax relief/capital allowances	☐	☐	☐	☐	☐	☐
Rising and lift costs	☐	☐	☐	☐	☐	☐
Costs of capital	☐	☐	☐	☐	☐	☐
Access to capital and loans	☐	☐	☐	☐	☐	☐
Skills shortages	☐	☐	☐	☐	☐	☐
Loss of staff to other companies	☐	☐	☐	☐	☐	☐
Local facilities and resources	☐	☐	☐	☐	☐	☐
Overly restrictive and complex regulations	☐	☐	☐	☐	☐	☐
Decommissioning issues	☐	☐	☐	☐	☐	☐

Other, please specify:

10 INDEPENDENCE REFERENDUM

Is the planned referendum in Scotland in 2014 and its possible consequences a factor in future plans and investment proposals?

Yes ☐ **No** ☐

THANK YOU

Please turn to the next page for details on how to return your questionnaire

You can return the completed questionnaire by post (using the enclosed FREEPOST envelope) or by fax (0141 548 5776)

If you have received this questionnaire electronically then please return the questionnaire to surveymanager@agcc.co.uk

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