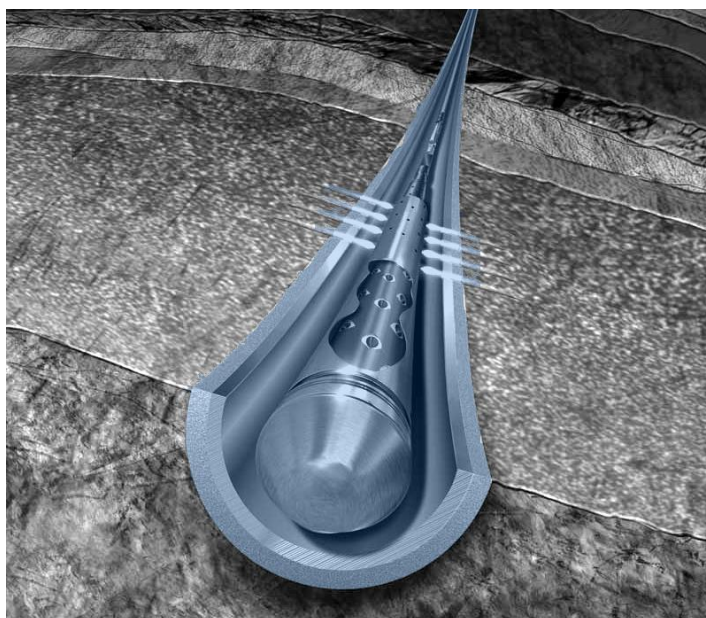


# COMPLETIONS

## MARKET SHARE REPORT



**Kimberlite, LLC**  
**5 Grogans Park Dr, Suite 210**  
**The Woodlands, TX 77380**



## COMPLETION EQUIPMENT & SERVICES SUPPLIER MARKET SHARE REPORT

The 2017 Worldwide Completion Equipment & Services Market Share Report presents oilfield supplier use and market share data for 14 product and service lines used in the completion of oil and gas wells.

The report is based on feedback from 445 individual interviews representing 160 oil & gas operators worldwide. Interviews were conducted from March, 2016 to January, 2017.

Each respondent interviewed was pre-qualified for the product category evaluated and the interviews lasted approximately 30 to 45 minutes on average. Completion Engineers, Completion Managers and other subject matter experts were interviewed for their respective area of responsibility.

### Table of Contents

#### 1. Executive Summary & Analysis

#### 2. Supplier Use & Market Share Segmented by Region and Company Type

##### REGIONS

- Worldwide
- North America Land
- International Land
- Offshore

##### COMPANY TYPES

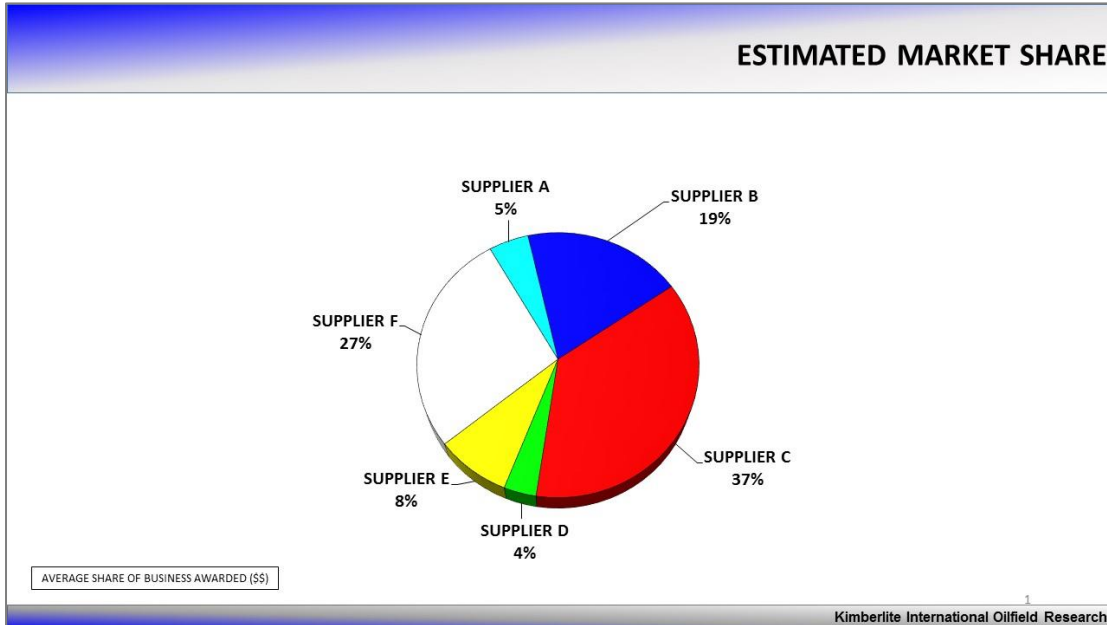
- Majors
- Large Independents
- Med/ Small Independents
- National Oil Companies

#### 3. Market Share & Supplier Penetration Data Presented in Graphic and Tabular Formats for the Following Product/ Service Lines

- Category Aggregate (14 Product/ Service Lines)
- Packers (Mechanical, Inflatable & Swellable Packers)
- Plugs (Conventional Composite & Dissolvable Plugs)
- Sliding Sleeves
- Subsurface Safety Valves
- Sand Control (Screens, Tools and Pumping Services)
- Permanent Downhole Monitoring
- Hydraulic Fracturing Services
- Frac Trees

## Example Exhibits

### A. Supplier Market Share Data – Estimated share of business awarded segmented by region and company type



ESTIMATED MARKET SHARES BY SELECTED REGIONS								
Suppliers	Worldwide		NAM Land		International Land		Total Offshore	
	% Using	Est Market %	% Using	Est Market %	% Using	Est Market %	% Using	Est Market %
Supplier A	57.70%	42.48%	37.00%	17.47%	62.50%	49.87%	65.40%	43.56%
Supplier B	33.30%	25.43%	29.60%	20.97%	28.10%	17.52%	38.50%	27.11%
Supplier C	38.70%	24.92%	33.30%	12.74%	37.50%	18.37%	42.30%	27.08%
Supplier D	11.70%	3.71%	29.60%	20.97%	9.40%	9.39%	3.80%	1.23%
Supplier E	4.50%	1.30%	14.80%	6.61%	-	-	1.90%	1.02%
Supplier F	0.90%	0.16%	3.70%	5.38%	-	-	-	-
Supplier G	0.90%	0.39%	3.70%	5.38%	-	-	-	-
Supplier H	0.90%	0.16%	3.70%	2.15%	-	-	-	-
Supplier I	0.90%	0.16%	3.70%	2.15%	-	-	-	-
Supplier J	0.90%	0.16%	3.70%	2.15%	-	-	-	-
Supplier K	0.90%	0.12%	3.70%	1.61%	-	-	-	-

**B. Supplier Market Penetration – Suppliers used over past year by category and discrete product & service lines and segmented by region and company type**

