ESA ENERGY SEARCH ASSOCIATES



THINGS to Know About Me...

Although often mistaken for an extrovert, I am actually mildly introverted. As
 a result, conducting, publishing and analyzing research—which requires considerable focus and time—has been a natural fit for me.

- Although I was born and raised in Texas—and I am a fifth-generation
 Houstonian—I have lived in several different states, including Tennessee, Georgia and Michigan.
- **3.** My background is more diverse than just the energy sector. I have undergraduate degrees in both economics and English literature, as well as an MBA in both general management and finance. Prior to founding EnergyPoint, I worked as a commercial banker and as director of strategy of one of the largest midstream companies in the US.

January 2024



Managing Director & Founder EnergyPoint Research

What Makes EnergyPoint Different?



EnergyPoint's Focus

What is EnergyPoint Research?

The best way to think of EnergyPoint is as a JD Power for the energy industry. That is, our focus is on the collection and publishing of independent customer satisfaction data for major providers of products and services to both the domestic and international energy industry. For companies not rated in our public surveys, we also conduct private customer satisfaction and other surveys.

2023 CUSTOMER SATISFACTION RATINGS

Oilfield Products Suppliers

ENERGYPOINT

<u>Rk</u>	Company	Segment	Rating			Trend	Scope
1	Dril-Quip	Oilfield Products	* 1	* *	*	•	Global
2	Core Laboratories	Oilfield Products	* 1	* *	*		Global
3	Cactus Wellhead	Oilfield Products	* 1	* *	*	•	Global
4	Pason Systems	Oilfield Products	* 1	* *	*		Global
5	Ulterra	Oilfield Products	* 1	* *	*		Global
6	Derrick Corp	Oilfield Products	* 1	* *	*	•	Global
7	Newpark Resources	Oilfield Products	* 1	* *	*	•	Global
8	ChampionX	Oilfield Products	* 1	* *	*		Global
9	GD Energy	Oilfield Products	* 1	* *	*	20	Global
10	Oceaneering Int'l	Oilfield Products	* 1	* *	*	37	Global
11	TAM Int'l	Oilfield Products	* 1	* *	1	•	Global
12	U.S. Steel	Oilfield Products	* 1	* *	1		Global
13	Halliburton	Oilfield Products	* 1	* *	1		Global
14	Nippon Stl & Sumitomo Mtl	Oilfield Products	* 1	* *	\$	-	Global
15	TETRA Technologies	Oilfield Products	* 1	* *	ŵ	\$	Global
16	SLB	Oilfield Products	* 1	* *	\$		Global
17	JFE Steel	Oilfield Products	* 1	* *	ŵ		Global
18	Subsea 7	Oilfield Products	* 1	* *	*		Global
19	Vallourec	Oilfield Products	* 1	* *	ŵ	•	Global
20	NESR	Oilfield Products	* 1	* *	\$	N/A	Global
21	Archer	Oilfield Products	* 1	* *	\$		Global
22	Weatherford Int'l	Oilfield Products	* 1	* *	ŵ	57	Global
23	Caterpillar	Oilfield Products	* 1	* *	ŵ		Global
24	Nabors Industries	Oilfield Products	* 1	* *	☆	•	Global
25	TechnipFMC	Oilfield Products	* 1	* *	☆		Global
26	Baker Hughes	Oilfield Products	* 1	* *	ŵ	•	Global
27	Varel Int'l	Oilfield Products	* 1	* *	ŵ		Global
28	Flowserve	Oilfield Products	* 1	* *	Ĥ	•	Global
29	Tenaris	Oilfield Products	* 1	* *	会	20	Global
30	Expro	Oilfield Products	* 1	A 1	ŵ		Global
31	Oil States Int'l	Oilfield Products	* 1	A 1	ŵ	•	Global
32	Forum Energy Technologies	Oilfield Products	* 1	* *	Ŷ	•	Global
33	NOV	Oilfield Products	* 1	* *	\$		Global
34	World Wide Oilfield Machine	Oilfield Products	* 1	A 11	ŵ	-	Global
35	Aker Solutions	Oilfield Products	* 1	☆ ☆	\$		Global
36	нмн	Oilfield Products	* 1	\$ \$	合	•	Global

The biggest distinction between EnergyPoint and other firms providing market research to the industry is the independence of our process. The information we publish is available to any party interested in learning more about the customer satisfaction standing of any company rated in our surveys. While the public nature of the information—some of which is made available on our website and through press releases—can mean some companies might find their ratings to be lower than they hope or believe, we have found our objective processes encourage a race to the top when taken seriously.

Do you consider EnergyPoint's data to be perfectly accurate?

No survey can be perfectly accurate, and we make this clear when communicating our results. But we go to great lengths to ensure that our ratings are collected and published in good faith, with no favoritism or bias toward any party or segment of the industry. We also take steps to utilize standardized questions that do not change over time so that they can be compared across periods.

Climate Change is in the news a lot these days. You've said you believe that the way America is attempting to reduce its carbon footprint is both ineffective and wasteful. If you oversaw US energy policy, how would you tackle the challenge?

would push more baseload nuclear—and, as able, geothermal and hydro—power in lieu of coal, solar and wind. We'd also need more load-following natural gas plants to handle daily and seasonal variability, while simultaneously prioritizing reductions in fugitive methane emissions (across all sectors, not just the energy sector) that could undermine natural gas's environmental benefits. EVs, while worthy additions to our menu of transportation options, should be optional—rather than mandated—so as to not overload grids or force EVs on those for whom they're bad fits. Automakers should have the freedoms to offer hybrid vehicles or other innovations that suit their customers' preferences and needs. We should discontinue subsidies for wind, solar and other technologies that cannot stand on their own. In their place should be more targeted (and smaller) investments in R&D designed to help develop by 2050 technologies more effective at reducing emissions than we currently employ. These steps will not get the US to net zero —an unrealistic and unnecessary goal. But that's okay, as they will bend the emissions curve enough to buy time to employ better solutions (if necessary) post 2050 based on better information and better technology. More importantly, it will reduce the chance that America effectively bankrupts itself throwing endless subsidies at non-solutions to climate change.

C EnergyPoint Research, Inc. | Other surveys, ratings and criteria could produce materially different results than those presented here.

What does 2024 and beyond hold in store for you and EnergyPoint Research?

The coming decade will be highly consequential for the global energy industry. In fact, if the last few years were characterized by heavy—even indiscriminate investment in the energy transition, 2024 and beyond will be characterized by a revisiting and re-examination of the rationale and assumptions underpinning it. All the while, the industry will need to meet the energy needs of a growing world population and economy. As a result, we intend to expand our efforts to provide information, insight and commentary that helps stakeholders navigate the shifting landscape. Among our goals will be to bring a clear, reasoned and straightforward analysis to those affected by global energy policies, practices and trends.



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Have an Oil & Gas position to fill or want to learn about our openings?

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