



Assessment of High Pressure Gas Compressor Market in China, Japan, South Korea, US and Middle East

Client	Europe-based manufacturer and supplier of process equipment such as pumps, compressors, boilers
Industry	Process Equipment used for Manufacturing
Products	Industrial Compressors

Background

- The client, a Europe-based manufacturer of gas compressors wanted to evaluate the market for gas compressors in China, Japan, South Korea, US and Middle East, to expand its high pressure gas compressors business –through acquisitions and/or through organic expansions in these regions.

Key Business Questions

- What is the structure of high pressure gas compressors market in the focus geographies?
- How big is the market demand? who are the key manufacturers and what are their market shares?
- What are the types of products and service contracts provided in the high pressure gas compressors domain? Which amongst them are preferred the most?

Engagement Scope

1	Market Structure Evaluation	2	Key Player Identification and Market Share Analysis	3	After-sales and Service Contract Assessment	4	Key Findings and Conclusion
▪	How is the gas compressor market structured in the focus geographies?	▪	Which players hold the highest market shares?	▪	What type of after-sales services are offered by gas compressor manufacturers?	▪	What expansion strategy client should adopt to increase its market share in the focus geographies?
▪	Who are the key entities operating in the market?	▪	Why these players have higher market share than others? What are their product USPs? How differently are they operating in the market?	▪	How are the typical service contracts for gas compressors? What is the typical duration of these service contracts and what is the coverage across key parameters?	▪	Which companies can be looked as potential targets for acquisition by the client in each geography, where client will be expanding inorganically?
▪	Is the market consolidated or fragmented? Is it dominated by global players or local players?	▪	What compressor products are offered by these companies?				

Research Methodology

Secondary Research

- Conducted desk research to gain an overall understanding of the market, the competitive landscape, and product & service offerings.
- Referred industry association websites, industry journals, subscribed databases, portals, press releases and industry reports.

Primary Research

- 200+ Telephonic interviews with compressor manufacturers, distributors, service providers, packagers and industry experts across all focus regions.

Sample Analysis

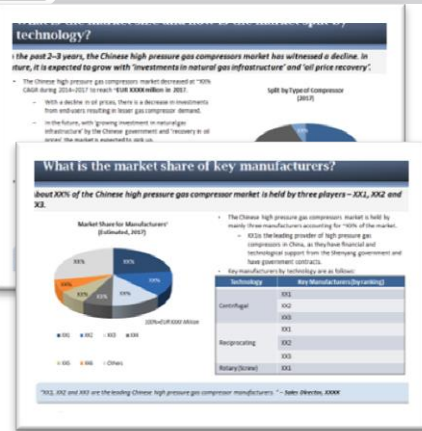
Benefits to Client

- This study helped the client assess the high pressure gas compressor market in detail, and accordingly develop its strategy to strengthen its presence in the focus geographies.
 - Our insights helped the client in deciding the potential company for acquisition in the regions, wherever we recommended for inorganic growth strategy, by providing a 360 degree view of the companies in terms of ownership type, fleet size, market share and geographical presence.
- This also enabled the client to further improve its aftersales service offerings for gas compressors.

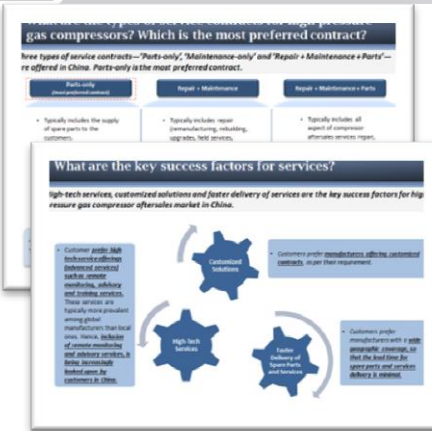
1 Market Structure Evaluation



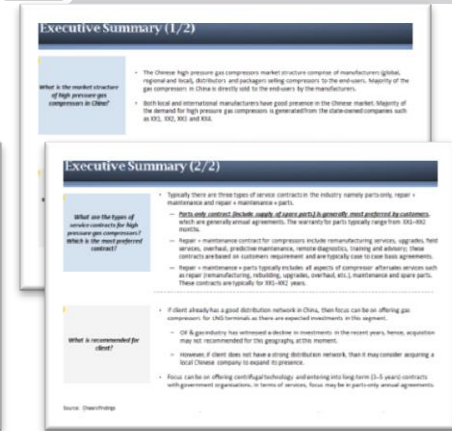
2 Key Player Identification and Market Share Analysis



3 Aftersales and Service Contract Assessment



4 Key Findings and Conclusion



Thank you

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