3.5.3 The AUV Submarket Forecast 2012-2022

Table 3.9, Table 3.10 and Figure 3.11 show the market forecast for AUV spending during the forecast period 2012-2022.

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<tr>
<td>Sales $m</td>
<td>211</td>
<td>224</td>
<td>232</td>
<td>248</td>
<td>270</td>
<td>288</td>
<td>308</td>
<td>342</td>
<td>385</td>
<td>419</td>
<td>453</td>
<td>481</td>
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<tr>
<td>AGR(%)</td>
<td>6.1</td>
<td>3.5</td>
<td>7.1</td>
<td>8.8</td>
<td>6.8</td>
<td>6.6</td>
<td>11.2</td>
<td>12.7</td>
<td>8.8</td>
<td>8.1</td>
<td>6.2</td>
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Source: Visiongain 2012

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<tr>
<td>8.0</td>
<td>6.6</td>
<td>9.4</td>
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Source: Visiongain 2012

Figure 3.11 The AUV Submarket Forecast 2012-2022 ($m)

Source: Visiongain 2012
Table 4.13 The Latin American ROV and AUV Market Forecast 2012-2022 ($m, AGR %)

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<td>Sales $m</td>
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<td>220</td>
<td>236</td>
<td>254</td>
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<td>324</td>
<td>355</td>
<td>390</td>
<td>418</td>
<td>445</td>
<td>472</td>
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<tr>
<td>AGR(%)</td>
<td>7.1</td>
<td>7.4</td>
<td>7.9</td>
<td>8.0</td>
<td>8.3</td>
<td>8.9</td>
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<td>7.0</td>
<td>6.5</td>
<td>6.1</td>
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Source: Visiongain 2012


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<tbody>
<tr>
<td>CAGR (%)</td>
<td>8.0</td>
<td>8.1</td>
<td>7.8</td>
</tr>
</tbody>
</table>

Source: Visiongain 2012

Figure 4.12 The Latin American ROV and AUV Market Forecast 2012-2022 ($m)
7. Expert Opinion

7.1 All Ocean Engineering Ltd

Brian Abel is the owner and Managing Director of All Ocean Engineering, a company which provides underwater construction and general marine industry assistance as well as engineering services to the diving and underwater industry. Visiongain spoke to Brian in November 2011 and is delighted to include his valuable insight.

7.1.1 All Ocean Engineering Ltd’s Core Competence

**Visiongain:** Could you briefly introduce All Ocean Engineering Ltd and your role in the ROV industry?

**Brian Abel:** All Oceans Engineering Ltd was established in 1985 to service the underwater and marine industries. Initially services were focused on consultancy and design but through the nineties the demand for delivered solutions moved the business to where it is now. The core business is bespoke underwater mechanical handling systems and solutions supported by a small specialist product portfolio. The developed expertise is in all manner of load handling in and out of the water and to and from depths to 10,000 metres. Core skills are in the design and delivery of Launch and Recovery Systems (LARS), Tether Management Systems (TMS), Underwater / Subsea Winches and custom tooling solutions.

7.1.2 Promising Areas for ROV Growth

**Visiongain:** Which geographical areas do you consider to have the most significant growth potential?

**Brian Abel:** Brazil, China, India, Australia, Norway, Russia, North America, Scotland.

7.1.3 Oil & Gas Dominates the ROV Market

**Visiongain:** Do you think energy sector will dominate growth or do you think the military and scientific sectors will play an equally important role for ROVs?

**Brian Abel:** The oil and gas energy sector will continue to dominate growth, renewables are developing fast, there is steady growth in scientific sectors, military is limited, salvage and seabed resources is growing steadily and could see significant growth over the next 10 - 20 years.
8. Leading ROV and AUV Companies in the Energy Market

8.1 All Oceans Engineering Ltd

Headquarters: Aberdeen, UK
Core business: Underwater engineering services, ROVs, underwater construction

When established in 1985, All Oceans Engineering Limited was providing specialist engineering services to the diving and underwater industry. Three years after foundation, the company expanded their range of services offered, to include ROV services, underwater construction and general marine industry assistance. The major part of its services are offered to the oil & gas industry with products such as simple compensators, underwater winches, tether management systems, deep ocean launch and recovery systems (LARS).

8.2 Andrews Survey

Headquarters: Aberdeen, UK
Core business: Survey and positioning services

Andrews Survey offers survey and positioning services to the oil & gas companies involved in offshore exploration and production. Andrews Survey’s activity is mainly focused on the following services: Installation Support & Rig Positioning, Construction Support, Renewable Energy/Wind-Farm Installation, ROV Pipeline Inspection Support and Trenching Support. Andrews Survey’s survey services are offered to the oil & gas Industry, offshore renewable energy and marine telecommunications.

8.3 Argus Remote Systems

Headquarters: Laksevåg, Norway
Core business: Providing ROV services

Argus Remote Systems was established in 1991 and since then it has been providing a series of subsea services such as ROV design and manufacturing, ROV operations, and subsea survey services and research & development. The company supplies markets with a full range of ROV systems, from the mini Argus ROV to the large work-class Argus ROV. In addition, it provides