

# Argus Consulting Services

Market studies and strategic advice to help clients across the natural resources sector to find and capitalise on new opportunities.

## | What we do

Argus Consulting helps clients to improve their understanding of the markets in which they operate, and to devise strategies for succeeding within them.

We provide bespoke advisory support and regular market outlook reports to companies that need the highest quality strategic advice, data, analysis, forecasts and for global energy, petrochemical, fertilizer and metals industries.

Market participants including commodity producers, corporates, financial institutions and governments trust Argus' global consulting team to help them make the best commercial decisions and capitalise on new opportunities in their markets.



## | Who we work with

### Commodity Producers and Corporates

- Help strategy and business planning teams assess the markets they operate in and define how they should approach them
- Support in-house research teams by providing deep analysis of the industry

### Investors / Private Equity

- Investment analysis and market due diligence across all our market sectors
- Lenders Market Consultant for project finance and M&A activities

### Government Agencies / Regulatory Bodies

- Provide policy and research teams with tailored analysis of the energy industry, such as the outlook for specific areas, or a review of policy impact and effectiveness

### Professional Services

- Jointly sell and deliver consulting engagements, especially where deep analysis of the markets and/or access to proprietary data are required
- Work with engineering and technology service providers to evaluate projects

### Trading Organisations / Financial Services

- Help research teams understand their markets better, by providing detailed knowledge and insight
- Use market analysis to identify and evaluate long and short term trading opportunities

## Bespoke Consulting Projects

### Investment Support

- Investment feasibility analysis
- Market due diligence
- Long-run supply/demand assessment

### Asset Analysis

- Asset optimisation
- Market price maximisation
- Performance benchmarking

### Market and Pricing Strategy

- Market entry strategy
- Target market analysis
- Customer segmentation

### Regulatory Response

- Regulatory policy impact analysis
- Optimal compliance strategy
- Investment decision support

### Transfer & Off-spec Pricing

- Tax authority compliance support
- Internal transfer pricing analysis
- Price adjustments for product specs

### Training

- Courses on markets covered by Argus
- Market fundamentals and trading capability
- Access to Argus analysts

## Examples of Past Projects

### Oil

- Crude oil trading and risk management workshop
- Strategic Pricing of Bruneian Crude Oil: Model Update and Review
- Crude Oil, Petroleum Products, Coal, LNG, and Biomass Market Study
- Independent Assessment of Marketing Performance
- LPG, Crude Oil and Refined Products
- Fuel Oil Market Study
- Crude oil, fuel oil, coal, LNG, and future fuels price forecast: An advisory service
- Market Study for GIII/III+ Base Oils and Lubricants
- Long-term Market Advisory Study- Crude oil, Condensates, Refined products and Petrochemicals
- Introduction to Base Oils, Sulphur, Ammonia and Urea, Petroleum Coke

### Biofuels

- Biofuels Market Study
- Marine Biofuels Market Study

### Sustainable Aviation Fuels

- SAF Market Study
- SAF and Low-Carbon Methanol Market Study
- SAF and Feedstock Market Study
- SAF and Renewable Diesel Market Study
- HVO and SAF Price Outlook: Update
- SAF Outlook

### Hydrogen

- Market Study for Low-Carbon Hydrogen in Thailand
- Hydrogen Cost Evaluation Model Development and Update

and many more

For more information, contact us at  
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