

Energy & Resources Industry
in Latin America
Integrated solutions



Our industry practice

For more than 100 years Deloitte has provided a highly skilled team of professionals to serve the Energy & Resources industry. Our work with a broad client portfolio in all sectors has provided us with a wealth of experience in upstream, midstream and downstream petroleum and gas operations, in addition to the mining, electricity and water utility industry.

By offering regional coordination in which all our participating countries operate as one office, we have access to a global network of resources that leverage a multidisciplinary approach. This enables us to call upon specialists from other disciplines in accordance with the need of particular clients.

The Energy & Resources industry challenges

The Energy & Resources industry has always faced important challenges and risks that will continue to impact global trends in the near future, including: balancing energy supply and demand; security of supply; hydrocarbon and energy prices; environmental and climate change regulations; operational efficiency; mergers and acquisitions; investments in renewable energy, generation capacity and exploration; increased scrutiny of corporate governance practices; as well as attracting, developing and retaining talent. All these issues make the processes of managing risk and creating value for stakeholders more complex and challenging.

A core team of over 2000 professionals from different disciplines and countries works together to provide business advisory and integrated solutions to our clients. We deliver services in four professional areas: audit and risk management, tax, consulting and corporate finance.

Delivering value to our clients

We help our clients improve performance, mitigate risks, develop their people and advance their thinking. Our specific services for the energy and resources industry include:

Audit and risk management

Internal audit; Enterprise risk management; IT and internet security; Sox and regulatory consultation; Global offering consultation; IFRS and accounting consultation; Merger & acquisitions; Audit of financial statements; Regulatory audits; Corporate social responsibility.

Tax

Tax planning; International taxation; Transfer pricing; Foreign trade and customs; Labor and social security; Personal and expatriate taxation; Fiscal incentives and refunds; Merger & acquisitions; ERP tax.

Consulting

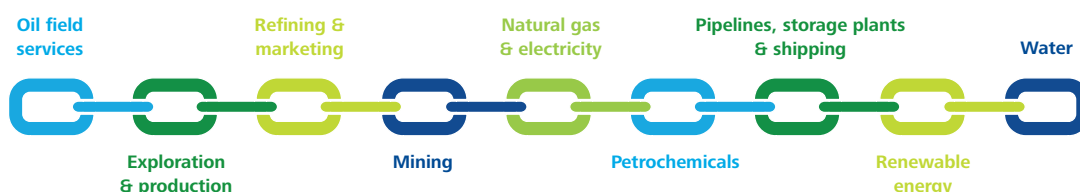
IT strategy, Enterprise applications, Technology integration, Human capital, Revenue assurance, Logistics and supply chain, Customer relationship management, Energy efficiency programs, Business process outsourcing, Merger integration planning and support, Upstream operational best practices implementation, Pricing strategy, Credit risk modeling, Scenario planning, Project management. E&P Decision and support tools, Energy efficiency, Resources and reserves evaluation.

Corporate Finance

Valuations; Financial strategy and raising capital; Merger & acquisition advisory services; Debt restructuring; Forensic investigations; Dispute consulting.

We focus on addressing our clients' business issues from a holistic business perspective by recognizing all the applicable components in every project: tax, risk management, human capital, finance, technology and operations.

We provide advice to all value chain segments:



Publications

Oil and Gas Reality Check:
A look at the top issues facing the oil and gas sector.

Water Tight:
Top 10 issues in the global water sector.

Our industry insights and perspectives include highlights that contains market information and show our experience, movements and updates of indicators and trends of some of the more significant segments of the industry.



Tracking the trends:
The top 10 issues mining companies may face in the next year.

Energy Predictions:
Trends for the year ahead based on interviews with clients, industry analysts, and senior energy practitioners from Deloitte member firms around the world.

Getting to par:
Spotting the sand traps in Latin America oil and gas.

Some of our representative clients

Oil & Gas	Anadarko	Comgas	EOG Resources*	Marubeni	Panamerican Energy	Schlumberger
	ANCAP	Compagas*	Expro	Mistubishi	Pemex	Smith International
	Apache	Copec*	Exterran Holdings*	Nexen*	Perenco*	Solvay*
	BG	Devon	ExxonMobil	Norsk	Petrobras	Statoil Hydro
	Baker Hughes*	Diamond Offshore*	Gas Natural	Occidental	Petroecuador	Tenaris
	BP	Dow Chemical*	Gran Tierra*	OCP*	PCR*	Total
	Cameron	Ecopetrol	Grupo X	OGX	Pluspetrol	Ultrapar
	Chevron Corp.	El Paso	Halliburton	Oiltanking*	Quattor	Weatherford
	CNOOC*	Enap	Hess Corp	Organización Terpel*	Repsol *	Wellstream
	CNPC	Encana	Maersk*	Pacific Rubiales	Royal Dutch Shell	YPF*
Power & Utilities	AES	Camessa*	CESP	EDF*	EON	SABESP*
	Aguas Andinas*	Compañía Mexicana	CFE	EDP	GDF Suez*	Sempra Energy*
	Aguas de Barcelona*	de Aguas*	COCEL	Elektro	Iberdrola	Tractebel*
	Aguazul Bogotá*	CCEE	COPEL	ENEL	IMPESA*	Unión Fenosa
	Areva*	CEEE	CPFL	Energía de Bogotá*	ISA*	United Utilities*
	Atlantic*	CELESC	CS	Eletrobras	Isagen*	UTE*
		CEMIG	Duke*		OSE	Veolia
Mining	Anglo American*	BHP	Finning*	Grupo Mexico	Panamerican Silver*	Unimin Sibelco
	Anglogold	Boart Longyear*	Freeport-McMoran	Kinross	Rio Tinto	Vale
	Antofagasta*	Caterpillar	Glencore*	Lafarge	Teck	Xstrata*
	Barrick Gold	Codelco	Gold Corp*	Newmont*	Troy Resources*	Yamana*

*Audit Clients.

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