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Financial Advisory
Valuation Services
Oil & Gas Industry





Tear Sheet

Oil & Gas Industry

Valuation Services

The energy industry is undergoing tremendous structural and economic changes worldwide. Deregulation, privatization and globalization are significantly influencing the energy markets and many organizations are adjusting their strategy to adapt to the new marketplace. In addition to addressing the challenges of staying profitable and competitive, Oil & Gas corporations must deal with an ever increasing amount of regulatory scrutiny.

Deloitte can help your company navigate through these challenging discussions by providing a more in-depth understanding of your company's assets and liabilities, the global energy environment, and a keen awareness of regulatory and legal trends.

Deloitte's valuation practice can provide tools and analyses to assist management in making decisions that have a financial and/or strategic impact, and are transaction-based or tax-driven. From inception and incorporation to an IPO, company or asset acquisition or divestiture, restructuring and growth — our industry-focused professionals have the comprehensive experiences that Oil & Gas companies demand of their consultants.

Our clients have included exploration and production companies, natural gas & crude pipeline transmission companies, integrated Oil & Gas companies, national oil companies, refiners and marketers, petrochemical companies, as well as lenders and equity investors. Deloitte member firms serve 97% of the Fortune 500 energy companies.

World class professionals

Our professionals offer a strong blend of industry, financial, & technical skills. They are deeply committed to the industry and possess Oil & Gas industry experience. Our professionals have earned recognized designations, including Accredited Senior Appraiser, Chartered Financial Analyst, Certified Public Accountant, and Professional Engineer. We bring financial strength, depth of industry, and functional experience and skills across the globe to our clients. Our global industry-focused multidisciplinary team provides us with the ability to provide seamless delivery, deep valuation and corporate finance acumen, and robust industry experience.



Deloitte Touche Tohmatsu Limited, a UK private company limited by guarantee, and its network of member firms, form one of the world's leading networks of professional services organizations, with over 180,000 people worldwide in 722 offices in 150 countries. With access to the global resources and capabilities of the Deloitte network of member firms, we offer an integrated approach to advising leading organizations regarding nondomestic issues, yet our presence is local — with a clearer understanding of your domestic market and your way of doing business.

Our capabilities are vast and include:

- **Market Knowledge and Competitive Intelligence** — Professional relationships with key worldwide industry players and a robust global leadership team enable us to provide critical insight and experience on a wide range of issues across the Oil & Gas value chain.
- **Financial Advisory Specialists** — Well-versed in new and upcoming fair value regulations and requirements, our team is well-positioned to help you navigate the current financial reporting standards, tax regulations, and valuation thought leadership.
- **Transaction Experience** — We have extensive experience with forecasting, diligence, financial modeling, and transaction structuring. Our multifunctional team approach enables us to bring in capabilities in tax, accounting, and risk specialists as needed.
- **Extensive analytic capabilities** — Deep knowledge of industry trends and benchmarks that can be used in transaction optimization, strategic planning, and other management considerations.



A multidisciplinary team of professionals with experience in:

Business Valuation Consulting	Financial Reporting and Tax Valuation	Tangible Asset Services	Fairness Opinions*	Other Financial Reporting Valuation	Fund Portfolio Valuation	Litigation Valuation
<ul style="list-style-type: none"> • Transaction Pricing • Modeling assistance in support of business plan development • Strategic investment decisions or other corporate and financial objectives • Joint Ventures 	<ul style="list-style-type: none"> • Business Combinations, including: <ul style="list-style-type: none"> – Enterprise values – Legal entities – Real estate – Personal property – Intangible assets – Reserves valuation 	<ul style="list-style-type: none"> • Real Estate, Diligence, and Market Studies • Lease Advisory • Cost Segregation Studies • Fixed-Asset Management • Construction Advisory • Tangible Asset Consulting 	<ul style="list-style-type: none"> • Other related-party fairness opinions 	<ul style="list-style-type: none"> • Financial Instruments and Derivatives • Guarantees • Share-Based Compensation • Audit Support 	<ul style="list-style-type: none"> • Fair Value Measurement for Alternative Asset Managers' Investments • Capital Structure Analysis 	<ul style="list-style-type: none"> • Expert Witness Opinions • Damage Quantification for Dispute Purposes

* In the U.S., Fairness Opinion Services are provided by Deloitte Corporate Finance LLC. Deloitte Corporate Finance LLC ("DCF"), member FINRA, is a wholly owned subsidiary of Deloitte Financial Advisory Services LLP ("Deloitte FAS"). Deloitte FAS is a subsidiary of Deloitte LLP. Investment banking products and services within the United States are offered exclusively through DCF.

Representative Oil & Gas Valuation Engagements

We have performed the following sample advisory services in upstream, midstream, downstream, and oil field services subsectors.

- **Litigation Consulting:** Advised large Oil & Gas companies for dispute resolution purposes
- **Purchase Price Allocation:** Performed hundreds of purchase price allocations for companies across the Oil & Gas value chain
- **Impairment Testing:** Performed numerous valuations for impairment testing across the Oil & Gas value chain
- **Bankruptcy/Reorganization:** Provided valuation consulting services to upstream companies and the Bankruptcy Court around the valuation of Oil & Gas assets
- **Expert Witness Testimony:** Advised large upstream companies and provided expert witness testimony around Oil & Gas reserve valuation issues
- **Like-Kind Exchange Transactions:** Advised large downstream (petrochemical) companies on like-kind exchange transactions/valuations
- **Collateral/Financing Purposes:** Advised large midstream companies around the valuation of their assets for financing purposes
- **IPO Valuation Consulting/Tax Consulting:** Advised midstream/pipeline companies around value for tax shield and 704 C allocation purposes
- **Ad Valorem Tax Consulting:** Advised refining companies (downstream) around value for real and personal property for property tax purposes
- **Fairness Opinions:** Provided independent expert reports to assist clients in the assessment of whether a proposal between two independent Oil & Gas companies was fair and reasonable
- **Discount Rate Studies:** Studies of the companies and sectors' capital structure to develop estimates of cost of equity and weighted average cost of capital benchmarks
- **Financial, Tax, and M&A Due Diligence:** Diligence in connection with multiple upstream acquisitions
- **Tax Restructuring:** Legal entity valuation for tax restructuring
- **Intellectual Property Valuation:** Advised oil field services companies around their global intellectual property valuation for international tax purposes
- **Fixed-Asset Valuation and Management:** Valuation and creation of comparative and component fixed-asset categories for standardizing client's downstream assets
- **Portfolio Assessment:** Valuation advice around a portfolio of upstream assets

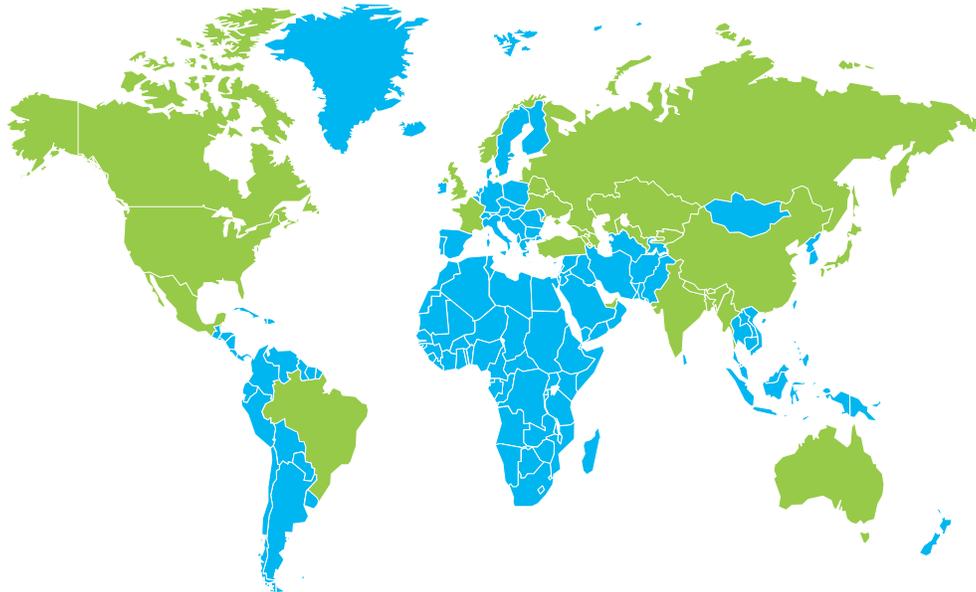


Our global reach

We have access to a wide network of global valuation professionals and advisors. There are more than 1,300 valuation professionals in over 20 countries in the Deloitte network of member firms that can be accessed to effectively and efficiently meet our clients' valuation needs. The following highlights our Oil & Gas advisory services professionals across the globe:

Valuation Services

Oil & Gas professionals geographic scope



Americas

- **Jeff Kennedy** (Global Leader)
Principal
Deloitte Financial Advisory Services LLP
- **Jed Shreve** (U.S. Leader)
Principal
Deloitte Financial Advisory Services LLP
- **Siby Abraham** (U.S.)
Senior Manager
Deloitte Financial Advisory Services LLP
- **Pieter Freriks** (Brazil)
Partner
Deloitte Touche Tohmatsu Consultores Ltda.
- **Jeff Harder** (Canada)
Partner
Deloitte LLP
- **James Dyack** (Canada)
Partner
Deloitte LLP
- **Robin Mann** (Canada)
Partner
Deloitte LLP

EMEA

- **Kenneth Asbjornsen** (Norway)
Director
Deloitte AS
- **Alexei Voronkin** (CIS/Russia)
Partner
ZAO Deloitte & Touche CIS
- **Konstantin Kondakov** (CIS/Russia)
Partner
ZAO Deloitte & Touche CIS
- **Andy Robinson** (UK)
Partner
Deloitte LLP
- **Venkatesan Ganesan** (UAE)
Director
Deloitte Corporate Finance Limited

Asia Pacific

- **Stephen Reid** (Australia)
Partner
Deloitte Touche Tohmatsu
- **Winston Khoo** (China)
Partner
Deloitte & Touche Financial Advisory Services Limited
- **Kalpana Jain** (India)
Senior Director
Deloitte Touche Tohmatsu India Private Limited
- **Kentaro Nakamichi** (Japan)
Partner
Deloitte Tohmatsu Financial Advisory Co., Ltd.

The Deloitte Difference

- **Capability:** We bring to client engagements global scale, financial strength, and depth of industry and functional experience and skills in geographies. We have full-service finance, personal property, and real property valuation specialists.
- **The right team:** Deloitte has a global dedicated team of Oil & Gas industry professionals with significant valuation experience.
- **Responsiveness:** We relentlessly seek to raise the bar on client service. Exceeding our clients' expectations through proactive service and responsiveness is a firm priority.
- **Cost competitive:** We strive to deliver high-quality services for fees that are competitive in the marketplace.



Contacts

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